CASH BOX

March 21, 1981

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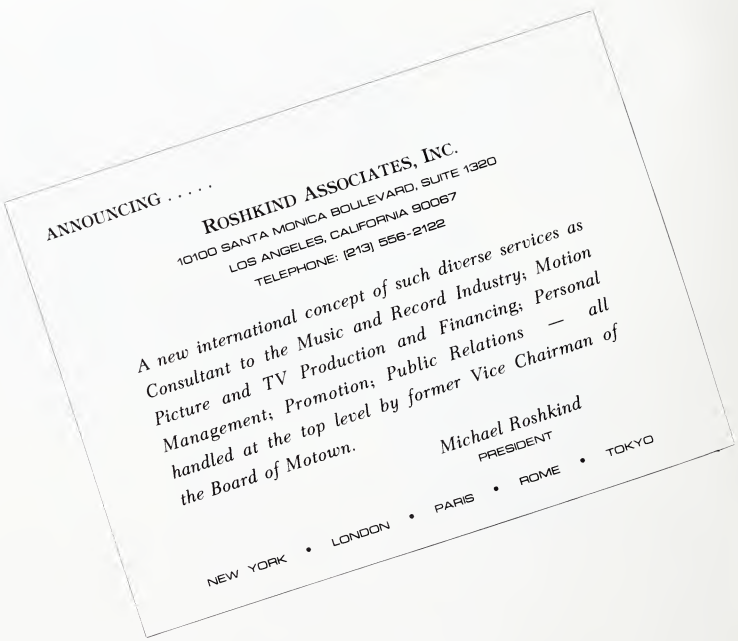
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CASH BOX

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EDITORIAL Welcome Back

A recent **Cash Box** survey has discovered that many of those who lost their jobs in the industry during the financial crisis of 1979-80 have returned to the scene as independent entrepreneurs. While a number of those laid off during that time have found jobs at other labels, and a number of others have left the industry entirely, those former label staffers who have used their creativity to carve another niche for themselves exemplify the kind of initiative that can make this business prosper again.

One of the most important factors behind the explosive growth of the industry in the '50s and '60s was the emergence of the independent businessman. Concurrent with the rise of rock 'n' roll, independent businessmen transformed the industry from a three-company monopoly presiding over a small market into the sprawling giant it is today.

Freed from the confines and limitations of corporate business decisions, independents give the industry the energy and creativity born of flexibility and freedom to exercise individual initiative. In addition, being independent, the entrepreneur tries harder because it is his business on the line, not some corporation's whose faraway headquarters only send out checks, memos, invoices and directives.

Cash Box welcomes those independents back to the industry. While it is unfortunate that jobs had to be lost in the first place, the industry has received much more in return when the spunk that drives indies is considered. In so many ways, this is a people industry, dependent upon individual creativity and initiative. It's good to see those who love the industry enough to make a go of it as independents come back so strongly.

NEWS HIGHLIGHTS

- 11th annual ITA convention begins in Hollywood, Fla. (page 5).
- RCA announces price hikes for LP product (page 5).
- Goody prosecution moves ahead in counterfeit case (page 5).
- Sen. Thurmond renews request for data on Justice Department price-fixing probe (page 5).
- "You Better You Bet" by The Who and John O'Banion's "Love You Like I Never Loved Before" (new and developing artist) are the top **Cash Box** Singles Picks (page 9).
- "Sucking In The Seventies" by The Rolling Stones and "Sons And Lovers" by Hazel O'Connor (new and developing artist) are the top **Cash Box** Album Picks (page 11).

TOP POP DEBUTS

SINGLES	59	**YOU BETTER YOU BET** — The Who — Warner Bros.
ALBUMS	27	**DADA LOVES HIS WORK** — James Taylor — Columbia

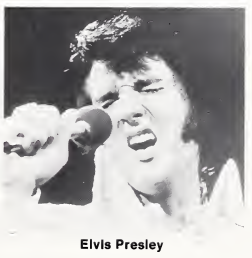
NUMBER ONES

POP SINGLE
WOMAN
John Lennon
Geffen

B/C SINGLE
DON'T STOP THE MUSIC
Yarbrough & Peoples
Mercury/PolyGram

COUNTRY SINGLE
GUITAR MAN
Elvis Presley
RCA

JAZZ
WINELIGHT
Grover Washington, Jr.
Elektra



Elvis Presley

POP ALBUM
HI INFIDELITY
REO Speedwagon
Epic

B/C ALBUM
GAP BAND III
Gap Band
Mercury/PolyGram

COUNTRY ALBUM
9 TO 5 AND ODD JOBS
Dolly Parton
RCA

GOSPEL
THE LORD WILL MAKE A WAY
Al Green
Myrrh

CASH BOX TOP 100 SINGLES

March 21, 1981

		Weeks On 3/14	Chart
1	**WOMAN** JOHN LENNON (Geffen GEF 49644)	1	10
2	**RAPTURE** BLONDIE (Chrysalis CHS 2485)	4	8
3	**KEEP ON LOVING YOU** REO SPEEDWAGON (Epic 19-50963)	2	17
4	**9 TO 5** DOLLY PARTON (RCA PB-12133)	3	16
5	**THE BEST OF TIMES** STYX (A&M 2300)	5	9
6	**CRYING** DON McLEAN (Millennium YB11799)	8	9
7	**CELEBRATION** KOOL & THE GANG (De-Lite/PolyGram DE 807)	6	21
8	**HELLO AGAIN (LOVE THEME FROM 'THE JAZZ SINGER')** NEIL DIAMOND (Capitol 4960)	9	8
9	**KISS ON MY LIST** DARYL HALL & JOHN OATES (RCA JH-12142)	13	9
10	**TREAT ME RIGHT** PAT BENATAR (Chrysalis CHS 2487)	10	10
11	**THE WINNER TAKES IT ALL** ABBA (Atlantic 3776)	12	18
12	**THE TIDE IS HIGH** BLONDIE (Chrysalis CHS 2465)	11	19
13	**I LOVE A RAINY NIGHT** EDDIE RABBITT (Elektra E-46656)	7	20
14	**WHAT KIND OF FOOL** BARBRA STREISAND & BARRY GIBB (Columbia 11-11430)	16	8
15	**HEARTS ON FIRE** RANDY MEISNER (Epic 19-50964)	17	9
16	**MORNING TRAIN (NINE TO FIVE)** SHEENA EASTON (EMI-America 8071)	20	6
17	**DON'T STAND SO CLOSE TO ME** THE POLICE (A&M 2301)	19	7
18	**WHILE YOU SEE A CHANCE** STEVE WINWOOD (Island IS 49656)	21	7
19	**A LITTLE IN LOVE** CLIFF RICHARD (EMI-America 8068)	15	15
20	**FADE AWAY** BRUCE SPRINGSTEEN (Columbia 11-11431)	22	7
21	**JUST THE TWO OF US** GROVER WASHINGTON, JR. (Elektra E-47103)	25	7
22	**AHI LEAHI** DONNIE IRIS (Carousel/MCA-51025)	23	15
23	**LIVING IN A FANTASY** LEO SAYER (Warner Bros. WBS 49657)	24	9
24	**SOMEBODY'S KNOCKIN** TERRI GIBBS (MCA-41309)	27	10
25	**ANGEL OF THE MORNING** JUICE NEWTON (Capitol 4976)	29	5
26	**I CAN'T STAND IT** ERIC CLAPTON AND HIS BAND (RSO RS 1060)	34	4
27	**DON'T STOP THE MUSIC** YARBROUGH & PEOPLES (Mercury/PolyGram 76085)	33	8
28	**GAMES PEOPLE PLAY** THE ALAN PARSONS PROJECT (Arista AS 0573)	18	16
29	**PRECIOUS TO ME** PHIL SEYMOUR (Boardwalk WS8-5703)	31	10
30	**BEING WITH YOU** SMOKEY ROBINSON (Tamla/Motown T54321)	36	5
31	**JUST BETWEEN YOU AND ME** APRIL WINE (Capitol 4975)	35	7
32	**HER TOWN TOO** JAMES TAYLOR AND J.D. SOUTHER (Columbia 11-60514)	39	2
33	**I AIN'T GONNA STAND FOR IT** STEVIE WONDER (Tamla/Motown T 54320)	14	15
34	**GUITAR MAN** ELVIS PRESLEY (RCA JH-12158)	30	9
35	**SMOKY MOUNTAIN RAIN** RONNIE MILSAP (RCA PB-12084)	26	17
36	**AIN'T EVEN DONE WITH THE NIGHT** JOHN COUGAR (Riva/PolyGram R-207)	41	8
37	**GIVING IT UP FOR YOUR LOVE** DELBERT McCLINTON (Capitol/M.S.S. P-4948)	32	16
38	**SAME OLD LANG SYNE** DAN FOGELBERG (Full Moon/CBS 19-50961)	28	15
39	**(JUST LIKE) STARTING OVER** JOHN LENNON (Geffen GEF 49604)	37	21
40	**HOW 'BOUT US** CHAMPAIGN (Columbia 11-11433)	46	6
41	**IT'S A LOVE THING** THE WHISPERS (Solar/RCA YB-12154)	53	5
42	**TOO TIGHT** CON FUNK SHUN (Mercury/PolyGram 76089)	40	9
43	**I LOVE YOU** CLIMAX BLUES BAND (Warner Bros. WBS 49669)	48	6
44	**TIME OUT OF MIND** STEELY DAN (MCA-51082)	60	2
45	**WHO DO YOU THINK YOU'RE FOOLIN'** DONNA SUMMER (Geffen GEF 49664)	51	5
46	**STAYING WITH IT** FIREFALL with LISA NEMZO (Atlantic 3791)	42	9
47	**HEY NINETEEN** STEELY DAN (MCA-51036)	38	17
48	**(GHOST) RIDERS IN THE SKY** OUTLAWS (Arista AS 0582)	43	10
49	**WALKING ON THIN ICE** YOKO ONO (Geffen GEF 49683)	59	4
50	**TURN ME LOOSE** LOVERBOY (Columbia 11-11421)	55	7
51	**BACK IN BLACK** AC/DC (Atlantic 3787)	44	15
52	**MISTER SANDMAN** EMMYLOU HARRIS (Warner Bros. WBS 49684)	62	3
53	**SEVEN BRIDGES ROAD** EAGLES (Asylum E-47100)	47	13
54	**WASN'T THAT A PARTY** THE ROVERS (Cleveland Int'l./Epic 19-51007)	61	5
55	**SWEETHEART** FRANKE & THE KNOCKOUTS (Millennium JH-11801)	65	3
56	**HEARTBREAK HOTEL** THE JACKSONS (Epic 19-50959)	45	16
57	**LOVE ON THE ROCKS** NEIL DIAMOND (Capitol 4939)	49	21
58	**TOGETHER** TIERRA (Boardwalk WS8 5702)	50	20
59	**YOU BETTER YOU BET** THE WHO (Warner Bros WBS 49698)	—	1
60	**THE PARTY'S OVER (HOPELESSLY IN LOVE)** JOURNEY (Columbia 11-60505)	66	4
61	**TOO MUCH TIME ON MY HANDS** STYX (A&M 2323)	—	1
62	**MEDLEY: YESTERDAY ONCE MORE/NOTHING REMAINS THE SAME** SPINNERS (Atlentic 3798)	63	5
63	**TAKE IT ON THE RUN** REO SPEEDWAGON (Epic 19-01054)	—	1
64	**RUNNING SCARED** THE FOOLS (EMI-America 8072)	70	3
65	**IT'S MY JOB** JIMMY BUFFETT (MCA-51061)	69	6
66	**A WOMAN NEEDS LOVE (JUST LIKE YOU DO)** RAY PARKER, JR. & RAYDIO (Arista AS 0592)	78	3
67	**HOLD ON LOOSELY** 38 SPECIAL (A&M 02316)	74	3
68	**CH CH CHERIE** THE JOHNNY AVERAGE BAND (Bearsville BSS 49671)	71	4
69	**HOLD ON** BADFINGER (Radio Records/Atlantic RR 3793)	75	4
70	**AND LOVE GOES ON** EARTH, WIND & FIRE (ARC/Columbia 11-11434)	54	7
71	**ME (WITHOUT YOU)** ANDY GIBB (RSO-1056)	83	2
72	**SUKIYAKI** A TASTE OF HONEY (Capitol P-4953)	80	3
73	**FANTASTIC VOYAGE** LAKESIDE (Solar/RCA YB-12129)	56	8
74	**LIVING INSIDE MYSELF** GINO VANNELLI (Arista AS 0588)	—	1
75	**I MISSED AGAIN** PHIL COLLINS (Atlantic 3790)	88	2
76	**LONELY TOGETHER** BARRY MANILOW (Arista AS 0596)	89	2
77	**HIT ME WITH YOUR BEST SHOT** PAT BENATAR (Chrysalis CHS 2464)	52	25
78	**LOVERS AFTER ALL** MELISSA MANCHESTER & PEABO BRYSON (Arista AS 0587)	82	3
79	**LIMELIGHT** RUSH (Mercury/PolyGram 76095)	86	2
80	**ANOTHER ONE BITES THE DUST** QUEEN (Elektre E-47031)	64	32
81	**LADY** KENNY ROGERS (United Artists UA-X130-Y)	57	25
82	**LET ME GO** THE RINGS (MCA-51069)	84	5
83	**KEEP THIS TRAIN A-ROLLIN'** THE DOOBIE BROTHERS (Warner Bros. WBS 49670)	72	5
84	**GUILTY** BARBRA STREISAND & BARRY GIBB (Columbia 11-11390)	77	21
85	**FLASH'S THEME AKA FLASH** QUEEN (Elektra E-47092)	67	10
86	**RIGHT AWAY** HAWKS (Columbia 11-60500)	—	1
87	**PASSION** ROD STEWART (Warner Bros. WBS 49617)	58	18
88	**GAMES** PHOEBE SNOW (Mirage/Atlantic WTG-3800)	92	3
89	**LOVE YOU LIKE I NEVER LOVED YOU BEFORE** JOHN O'BANION (Elektra E-47125)	—	1
90	**SOMEBODY SPECIAL** ROD STEWART (Warner Bros. WBS 49686)	—	1
91	**LIPSTICK** SUZI QUATRO (Dreamland/RSO DL 107)	76	8
92	**SHINE ON** L.T.D. (A&M 2283)	73	19
93	**MISS SUN** BOZ SCAGGS (Columbia 11-11406)	68	17
94	**BON BON VIE (GIMME THE GOOD LIFE)** T.S. MONK (Mirage/Atlantic WTG-3780)	95	3
95	**I HAVE THE SKILL** SHERBS (Atco/Atlantic 7325)	99	2
96	**DE DO DO DO DE DA DA DA** THE POLICE (A&M 2275)	81	22
97	**WHERE'S YOUR ANGEL** LANI HALL (A&M 2305)	98	2
98	**BURN RUBBER** GAP BAND (Mercury/PolyGram 76091)	90	5
99	**TIME IS TIME** ANDY GIBB (RSO RS-1059)	85	18
100	**EVERY WOMAN IN THE WORLD** AIR SUPPLY (Arista AS 0564)	79	22

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Little In Love (ATV — BMI) 19
A Woman Needs (Raydiola — ASCAP) 66
Ah! Leah! (BEMA — ASCAP) 22
Ain't Even Done (H.G., Inc. — ASCAP) 36
And Love Goes On (Almo/Verdangel/Cherubim — ASCAP/Foster Frees/Irving — BMI) 70
Angel Of The Morning (Blackwood — BMI) 25
Another One (Queen/Beachwood — BMI) 80
Back In Black (J. Albert Ltd./Marks — BMI) 51
Being With You (Bertam — ASCAP) 30
Bon Bon Vie (Unichappell/Featherbead/Larbell — BMI) 94
Burn Rubber (Total Experience — BMI) 98
Celebration (Delightful/Fresh Start — BMI) 7
Ch Ch Cherie (Fourth Floor, Inc. — ASCAP) 68
Crying (Acuff Rose — BMI) 6
DeDo (Virgin, Admn. In U.S. by Chappell — ASCAP) 96
Don't Stand (Virgin Admn. by Chappell — ASCAP) 17
Don't Stop (Total X — ASCAP) 27
Every Woman (Pendulum/Unichappell — BMI) 100
Fade Away (Springsteen — ASCAP) 20
Fantastic Voyage (Spectrum VII/Circle — ASCAP) 73
Flash's Theme (Queen/Wide/Beechwood — BMI) 85
Games (Jeeters/Daremoly — BMI/Black Platinum — ASCAP) 88
Games People Play (Woolfsongs Ltd./Careers Adm. by Irving — BMI 28
Giving It Up (Blackwood/Urge — BMI) 37
Guilty (Stigwood, Inc./Unichappell, Admn. — BMI) 84
Guitar Man (Vector — BMI) 34
Heartbreak Hotel (Mijac — BMI) 56
Hearts On Fire (Nebraska/United Artists/Glasco — ASCAP) 15
Hello Again (Stonebridge — ASCAP) 8
Her Town Too (Country Road/Leadsheetland — BMI/Ice Age — ASCAP) 32
Hey Nineteen (Zeon/Freejunket — ASCAP) 47
Hit Me With (ATV Corp. — BMI) 77
Hold On (Dung — ASCAP) 69
Hold On Loosely (Rocknocker/W.B./Easy Action — ASCAP) 67
How 'Bout Us (Dana Walden — license pending) 40
I Ain't Gonna (Jobete/Black Bull — ASCAP) 33
I Can't Stand It (Stigwood/Unichappell — BMI) 26
I Have The Skill (Sherbert — ASCAP) 95
I Love a Rainy (Debdave/Briarpatch — BMI) 13
I Love You (C.B.B. — ASCAP) 43
I Missed Again (Effectsound Ltd/Pun — ASCAP) 75
It's A Love (Spectrum VII/Mykinda — ASCAP) 41
It's My Job (I've Got The Music Co. — ASCAP) 65
Just Between (Northern Goody/Two-Tunes Ltd. — ASCAP — CAPAC) 31
Just The Two (Antisia — ASCAP) 21
Keep On Loving (Fate — ASCAP) 3
Keep This Train (Taurpin Tunes — ASCAP) 83
Kiss On My List (Hot-Cha/Six Continents/Fust Buzza — BMI) 9
Lady (Brockman — ASCAP) 81
Let Me Go (Facedown — ASCAP) 82
Limelight (Core — ASCAP) 79
Lipstick (Chinnichap Admin by Careers — BMI) 91
Living In A (Rare Blue — ASCAP/ATV — BMI) 23
Living Inside (Black Keys — BMI) 74
Lonely Together (Kenny Nolan — ASCAP) 76
Love On The Rocks (Stonebridge/EMA/Suisse — ASCAP) 57
Love You Like I (Sixty-Ninth Street — BMI) 89
Lovers After All (Rumanian Pickleworks — BMI/Leon Ware — ASCAP) 78
Me (Stigwood Adm. by Unichappell — BMI) 71
Miss Sun (Hudmar — license pending) 93
Mister Sandman (Edwin H. Morris/MPL Comm. — ASCAP) 52
Morning Train (Unichappell — BMI) 16
9 To 5 (Velvet Apple/Fox Fanfare — BMI) 4
Nothing Remains (Sumac — BMI) 62
Passion (Riva/WB — ASCAP) 87
Precious (Hearmore/On The Boardwalk — BMI) 29
Rapture (Rare Blue/Monster Island — ASCAP) 2
Riders In The (Edwin H. Morris — ASCAP) 48
Right Away (Junior Wild — ASCAP) 86
Running Scared (Acuff-Rose — BMI) 64
Same Old Lang Syne (Hickory Grove Adm. by April — ASCAP) 38
Seven Bridges (Irving — BMI) 53
Shine On (Almo/McRoyscod/Irving/Buchanan Kerr — BMI) 92
Smoky Mountain Rain (Pi-Gem — BMI) 35
Somebody Special (Riva/WB — ASCAP) 90
Somebody's Knockin' (Chirlin — ASCAP/Tri-Chappell — SESAC) 24
Starting Over (Lenono — BMI) 39
Staying With It (ATV/Braintree/Snow — BMI) 46
Sukiyaki (Beechwood — BMI) 72
Sweetheart (Big Teeth — BMI/Bright Smile — ASCAP) 55
Take It On The Run (Buddy — BMI) 63
The Best Of Times (Stygian songs — ASCAP) 5
The Party's Over (Weed High Nightmare — BMI) 60
The Tide Is High (Gemrod, Inc. — BMI) 12
The Winner (Artwork — ASCAP) 11
Time Is (Stigwood Adm. by Unichappell — BMI) 99
Time Out Of Mind (Zeon/Freejunket — ASCAP) 44
Together (Mighty Three — BMI) 58
Too Much Time (Stygian (Admin. By Almo) — ASCAP) 61
Too Tight (Val-le-Joe — BMI) 42
Treat Me (Blackwood/White Dog — BMI) 10
Turn Me Loose (Blackwood/Dean Of Music — BMI) 50
Walking On (Almo/Hammer & Nails — ASCAP) 49
Wasn't That A Party (United Artists — ASCAP) 54
What Kind (Stigwood Admin. by Unichappell — BMI) 14
Where's Your Angel (Irving/Baby Shoes/Poopys — BMI) 97
While You See (Island/Irving/Blue Sky/Rider — BMI) 18
Who Do You (First Night — SUIZA) 45
Woman (Lenono — BMI) 1
Yesterday Once (Almo/Hammer & Nails — ASCAP) 62
You Better You Bet (Tower Tune — BMI) 59

Exceptionally heavy radio activity this week

Exceptionally heavy sales activity this week

RCA Records Ups List Prices For Albums And Tapes

by Richard Imamura

LOS ANGELES — RCA Records will institute a flat $8.98 list price for all single-disc albums and their equivalent tapes, effective April 1. In addition, multi-disc LPs will increase from one-to-two dollars per set, depending on the current list price.

Multi-disc LP price hikes will see $9.98 product go to $11.98, $11.98 product go to $13.98, and $14.98 product go to $15.98. The $4.98 "Pure Gold" catalog series will be increased to $5.98.

The price hikes will apply to all product from RCA and its associated labels, with the exception of A&M and Pablo. Among the better-known labels included in the price hike will be RCA, Grunt, Millennium, Salsoul, Solar, 20th Century-Fox and Windsong.

The move by RCA makes it the third major in three weeks to announce a standard $8.98 list for frontline LP product. CBS, effective March 30, and PolyGram, effective April 1, have also made the move to $8.98 (**Cash Box**, March 7 and 14).

The list price hike will not be accompanied by any changes in RCA's returns policy, according to a company spokesman. The current policy allows a returns allowance of 22% of the average of the previous four months' gross billings.

Senator Renews Request For Data In Justice Probe

by Michael Martinez

LOS ANGELES — The newly-retrenched U.S. Justice Department, now under the direction of recently confirmed Atty. General William French Smith, has received still another request from U.S. Sen. Strom Thurmond (R-S.C.) who is seeking data connected with a scuttled Justice Department probe into alleged record industry price fixing.

Thurmond, who is minority leader of the Senate Antitrust Monopoly and Business Rights Subcommittee, two weeks ago sent a letter to the Justice Department's antitrust division renewing its request for the "fact memo" sent to the division by the Los Angeles field office, which recommended further action on an antitrust federal Grand Jury investigation of the record industry.

The senator, joined by subcommittee co-

(continued on page 10)

COLUMBIA GOES FOR BLOOD — Harmelodic guitar wizard James Blood Ulmer will record his first Columbia LP this spring. Pictured celebrating Blood's singing are (l-r): Rober Trilling, Ulmer's manager; Bruce Lundvall, president, CBS Records; Jim Fishel, director, special projects, CBS Records; Ulmer; Joe McEwen, manager, A&R East Coast, Columbia; and Dr. George Butler, vice president, jazz/progressive A&R, Columbia.

Goody Prosecution Moves Forward Despite Vehement Defense Tactics

by Dan Nooger and Dave Schulps

NEW YORK — The prosecution in the Sam Goody counterfeit trial pressed ahead with the presentation of its case as defense attorneys for the retail chain, its president George Levy and vice president Sam Stolon sought at every turn to impugn the reliability of key government witnesses, and at one point sought to keep them from testifying at all.

Defense attorneys pointed out many instances of incomplete record keeping of witnesses' statements by the FBI and the Justic Department's Organized Crime Strike Force for New York's Eastern District, as well as inconsistencies in the testimony and signed statements of key government witnesses.

Testimony by FBI agents revealed instances of substantive changes occurring between their original notes and handwritten drafts and the final statements signed by the witnesses. Interim drafts containing changes and corrections were in some cases lost or misplaced despite both FBI regulations covering maintenance of evidence and the stipulation signed by prosecutor John Jacobs that provided that all notes containing facts on the case were to be turned over to the defendants.

On this basis, defense counsels sought to prevent convicted counterfeit cassette manufacturer Frank Carroll; middlemen Norton Verner, Spencer Pierce and Jeffrey Collins; and Long Island dealer Robert Scarnetti from testifying in the case. Chief Goody defense counsel Kenneth Holmes also cited two earlier Second Circuit Court of Appeals decisions in the cases of "Buffalino" and "Paoli," in which the Appeals Court ruled that "the government must bear the heavy burden of proving that such action (loss or destruction of notes and materials containing case facts) is not prejudicial to the defendants."

Evidence Destroyed?

Jacobs contended that the key question was whether such materials were deliberately destroyed, which he said was not the case, adding, "no witnesses are being called who haven't made statements to the FBI, and all of the statements and pertinent notes have been turned over to the defendants prior to any testimony in the case." He also noted that there was no precedent decision requiring that some of the materials sought by the defense, such as notes of phone calls and "to do" notes,

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MORNING TRAIN TO STARDOM — EMI America recording artist Sheena Easton, who hails from Scotland, received enormous acceptance in America with the help of immediate radio airplay of her hit single, "Morning Train." While in Los Angeles, she met with label executives who toasted her success. Pictured above are (l-r): Dick Williams, vice president, promotion, EMIA/Liberty Records; David Budge, manager, publicity; EMIA/Liberty; Joe Petrone, vice president, marketing, EMIA/Liberty; Jim Mazza, president, EMIA/Liberty; Chris Neil, Easton's producer; Deke Arlon, Easton's manager; Easton; and Bhaskar Menon, chairman; Capitol/EMI America/Liberty Music Group.

Postage Hikes, Strong Dollar Hamper Smaller Exporters

by Fred Goodman

NEW YORK — A 40-60% recent rise in the postal rate for international parcel post surface mail, combined with the strengthening of the American dollar in the international monetary market, has slowed business and widened the schism between large and small scale American exporters.

A **Cash Box** survey of New York-based companies found that, while many of the larger one-stops and exporters dealing exclusively with large accounts requiring freight forwarders were relatively unaffected by the postal change, smaller exporters dealing with individual customers and small businesses overseas have been hurt by the hike.

"The effect of the postal hike on us has been minimal," reported Vicky Dammer, traffic manager for Cardinal Export Corp. "We ship about 89% of our customers by air cargo."

"We don't do that much in the way of parcel post, so it hasn't really affected us," said Brian Fletcher of Stratford Distributing. "We might ship by priority mail to St. Thomas or Puerto Rico if it isn't a big order, but otherwise we use a freight forwarder."

Smaller Exporters Hurt

"It's definitely affecting us," reported Julius Reninick of Town Hall Record One-Stop, Inc. "We do most of our business by air freight, but some of it by mail. It's too soon for the hike to have had an affect on sales, but as the customers get to know about it, I'm sure that it will. It's getting to where the cost of postage is almost the same as the goods."

"It used to cost about 32 cents a record to ship to Europe, but now, it's about 70 cents," said Eltron Export's Werner Glaser of the hike that has seen the price of overseas parcel post jump from 59 cents per pound to $1.05 per pound, in most cases. "It's come to where it's actually no longer worthwhile to send parcel post. But some people still prefer it."

"The fact that there was no advance notice on the hike really caught us," said Taylor Storer, office manager of New Music Distribution Service, of the hike that went into effect on Jan. 1. "We sell direct to stores in Europe, and except for one larger distributor who comes and takes a truckload once or twice a year, we've been doing almost all our business through parcel post. The cost is now almost prohibitive. We've been trying to consolidate orders and use freight forwarders, but you have to have at least 300 pieces. We'll probably be doing more and more consolidating because we're finding that some of our customers would rather wait 10 weeks and save two cents apiece on the records. The average box of 45-50 records used to cost us $29 to ship. Now it's $40 and more."

Aside from the cost of records, the postal increase has raised other expenses for exporters. "We send out a big mailing every week," said Ricaldo Leon of Albert Schultz, Inc. "We service over 300 customers worldwide, and we're being forced to reduce our mailing list. There is too much

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ITA Workshops To Focus On Current Audio/Video Topics

by Michael Glynn

HOLLYWOOD, Fla. — An in-depth look at the future of home video, an analysis of the inter-relationship between audio and video, the presentation of several new Golden Videocassette awards and, for the first time, combined home and business audio/video workshop sessions are the highlights of the ITA's 11th annual seminar, currently under way here at the Diplomat Hotel.

Approximately 500 representatives of the manufacturing, supply, sales, packaging and production sectors of the audio, video and blank tape industries are expected to attend the four-day event, entitled "Audio/Video Update — 1981," which runs from March 15-18. John Chancellor, of *NBC Nightly News*, is the featured keynote speaker, opening the seminar following a welcoming address by Ed Khoury, president of Capitol Magnetics and International Tape/Disc Assn. (ITA) vice chairman, March 15. Opening session chairman Gordon Bricker, vice president of operations for RCA SelectaVision VideoDiscs, has also been scheduled to give a pre-kick off glimpse of its CED system and marketing campaign.

"This seminar is really an audio/video update in the truest sense," said ITA executive vice president Henry Brief, who touched on the role of ITA during the opening session. "We've consciously tried to transcend the boundaries between the business and home video markets through the combined sessions, which are a first for us, and we'll be emphasizing the links between audio and video in the workshops more than ever."

Brief noted that the broad range of audio and video industry interests that will be represented at this year's ITA seminar un-

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Ex-Label Staffers Gone Indie Relocate With 'Unique Success'

by Dave Schulps

NEW YORK — The economy-related upheaval that has taken place in the music industry during the past three years has created a changing personnel picture at the major labels. While many of those who lost their jobs at one label have been able to resume their positions at another, and others, especially in the area of sales, have left the music business entirely, a growing number of former employees of the majors have opted to become independents, hoping to use their experience to create a niche for themselves within the business.

A **Cash Box** survey of over a dozen former employees of the majors who have chosen to start their own businesses indicated that while the going is almost never easy, there are two main avenues through which independent success can be achieved — the offering of a unique service, and the utilization of an indie's inherent flexibility to diversify into various sectors of the industry, especially to create alternate sources of income while getting an operation off the ground.

Those questioned in the survey came from varied job levels at the majors, from upper management on down, and most had considerable experience at one or more record companies. All agreed that their record company experiences had been invaluable in getting their solo operations off the ground, though sometimes as much for what it taught to avoid as for what they had actually done. Nearly all the businesses are in their infancies, and for most it's too early to assess their ultimate potential and viability. Still, the consensus seemed to be that there is money to be made in independent operations, which in itself constitutes a major change in thinking from just a couple of years ago.

Early Success

One who has already had measurable success as an independent has been Roy Norman, who held product management, sales and marketing positions at Polydor and RCA. After being laid off by RCA in an economizing move two years ago, Norman started Music Marketing Systems Co., a consulting firm that offers across-the-board marketing, sales and promotion strategies to clients like Handshake and Unlimited Gold Records, as well as individual management companies. Norman's operation has been computerized — the only independent company currently offering such a complete range of services. In addition, Norman has also diversified his business to include an export operation.

"It's so devastating when you put your heart into a company and all of a sudden they take away your job," Norman said. "When it happened, I felt like I'd been repossessed. I started my own business out of a feeling that the industry was going to be in continuing economic trouble for the next few years, and I thought I'd better come up with a creative alternative to a job with the majors."

Ruth Carson has been another to parlay a working knowledge of the music business gained at a corporate level into success as an independent. Like Norman, Carson, who held product management positions at both CBS/Epic and MCA, has developed a company to offer diversified services. In addition to doing independent promotion and marketing consultation, Carson, who claims she was constantly frustrated with not being able to devote more individual attention to acts whose product she managed, has gone into artist management and represents Sharon Redd, formerly of the Harlettes, whose product she managed while at Epic.

'Dream Come True'

"It's like a dream come true for me," she said of her career as an independent. "I consider myself lucky to have had a job where I was at the center of the wheel in a major organization. I apply the knowledge I learned from CBS every single day, and it's been like a dream come true."

Jerry Love, who was east coast director of A&R, promotion, artist relations and publishing at A&M, before leaving six years ago to establish Love-Zager Prod., which has had chart success producing dance records, simultaneously started Sumac Music, a publishing company. According to Love, "we scraped for three years, then got hot just as everyone else was cutting back," but even now, "one company constantly

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RCA Showed Profit In '80 But Chairman Sees First Quarter Decline

NEW YORK — RCA's first quarter earnings will be down considerably from last year, according to Edgar H. Griffiths, chairman and chief executive officer of RCA.

In a statement released in conjunction with the publication of the company's annual report, Griffiths cited several reasons for the decline: heavy expenditures associated with the introduction of the SelectaVision VideoDisc System, an unfavorable sales climate in January and early February, increased programming costs affecting the NBC Television Network, and inclusion last year of an unusual $18.1 million gain from insurance proceeds on the Satcom III satellite.

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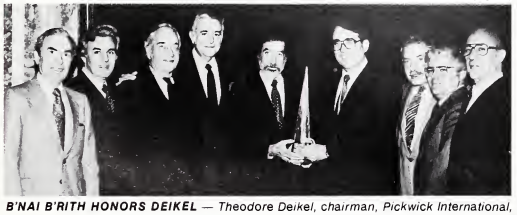

B'NAI B'RITH HONORS DEIKEL *— Theodore Deikel, chairman, Pickwick International, Inc. was honored at a recent luncheon given by the Music and Performing Arts Division, Anti-Defamation League Appeal of B'nai B'rith and the Music and Performing Arts Lodge, B'nai B'rith. Deikel received the ADL Human Relations Award at the luncheon, attended by over 500 people. Pictured are (l-r): David Rothfeld and Toby Pieniek, former presidents, Music & Performing Arts Lodge; Charles J. Mathias, Jr., U.S. Senator, Maryland; Cy Leslie, founder and first president, Music & Performing Arts Lodge of B'nai B'rith; Deikel; David Lieberman, chairman, Lieberman Company; Ira Moss, president, Moss Music Group and former president, Music and Performing Arts Lodge; George Port, senior vice president, Pickwick International, Inc.; and Arnold Forster, general counsel, Anti-Defamation League.*

PUSH *— While in Los Angeles to introduce the 10th anniversary campaign planned for the Push for Excellence program, Rev. Jessie L. Jackson stopped into the offices at 20th Century-Fox Records to visit with some friends. Pictured are (l-r): Bunky Sheppard, vice president, R&B promotion, 20th; Jackson; and Neil Portnow, 20th president.*

Caviano Forms New Label, Promo Firm

NEW YORK — Ray Caviano, president of RFC Records and former executive director of Warner Bros.' dance music department, has announced the establishment of the RFC Group of Companies. The RFC Group will function as a label, licensing product through established major manufacturers and independent distributors, and as a national promotion firm offering a mechanism for club and radio exposure primarily to new rock and R&B artists.

RFC Records' first production deal is with Atlantic Records, which will release albums by Change and Gino Soccio. Change's "Miracles" and Soccio's "Closer," bearing the RFC/Atlantic logo, will be released this spring.

In addition, the RFC Group will establish

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Island Will Issue Controversial Tape Package In U.S.

by Dave Schulps

NEW YORK — Island Records will soon be introducing its controversial One Plus One cassettes in this country through its independently distributed Mango and Antilles lines, Island founder Chris Blackwell told **Cash Box** last week. Blackwell also said that he fully expects Island's U.S. distributor, Warner Bros., to eventually agree to let him issue the cassettes here, even though it has not as yet decided whether or not to handle the tapes.

In addition, Island U.K. scored a victory recently when EMI, which presses and distributes Island product there, and Virgin, which handles sales, rescinded their decision to "disown" the One Plus One tapes (**Cash Box**, March 7, 1981).

At the hub of the One Plus One controversy is the issue of whether the new format — an entire prerecorded LP on one side of a high quality chromium dioxide tape with the second side left blank for home taping (at a low $5.98 list price) — encourages an increase in home taping, which many record manufacturers see as dangerous to the future of the industry. Blackwell insisted that the format is, if anything, a deterrent to the growth of blank tape sales.

Not A Gimmick

"My enemy and the enemy of the people who are fighting me is the same," Blackwell said. "It's the people who sell blank cassettes. If we can cut into their market, then surely we're winning. My main thrust is that One Plus One is not a gimmick for Island Records, because I don't think people will run out and buy an Island artist just

(continued on page 8)

CASH BOX

One of the great journeyman hard rock bands in popular music, Mercury recording group Rush has gained platinum status by being visible in the concert halls of the world nine months of the year. The incessant touring, coupled with the band's ability to refine its molten metal via techno rock, has brought the Canadian trio a steady following and strong support from the AOR community.

The band, composed of bassist/lead singer Geddy Lee, guitarist Alex Lifeson and drummer Neil Peart, has been making "Permanent Waves" on the North American music scene since its debut album in 1974. And after three Juno awards, four gold LPs and one platinum album, the hearty threesome is still growing stronger.

Formed by Lee and Lifeson in the late '60s, the band, which originally had another drummer, worked its way out of high schools and into the club and bar circuit of Toronto. When its first LP was completed in 1973, Rush and its managers (Ray Daniels and Vic Wilson) financed and independently released the work on its own Moon Records.

The 1974 release drew raves as an import in Cleveland and interest from ATI booking agency and Mercury Records, which signed the act post haste. Peart joined the band as drummer just prior to its initial tour of the U.S.

Eight albums ("Fly By Night," "Caress Of Steel," "All The World's A Stage," "2112," "A Farewell To Kings," "Hemispheres," "Permanent Waves" and "Moving Pictures") have followed, and Rush has developed huge audiences in the U.S., England, Germany, the Balkan countries and, of course, its native Canada.

Ever since its breakthrough album in the U.S., 1976's "2112," the threesome had been experimenting with synthesizer and techno-rock techniques to embellish its granite-hard sound. "Permanent Waves" put the band over the top for AOR as the multi-layered "Spirit Of Radio" single was a 1980 FM staple.

The new "Moving Pictures" LP is simply another step forward for Rush in the area of state-of-the-art hard rock.

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WILLIE NELSON, BETTE MIDLER,
THE BLACKWOOD BROTHERS,
LINDA RONSTADT, JOHN WILLIAMS,
AMANDA McBROOM, BILL EVANS,
BARRY and ROBIN (PRS) GIBB,
GEORGE JONES, GEORGE BENSON,
PINK FLOYD (PRS), JAY GRAYDON,
JOE ZAWINUL, B. J. THOMAS,
REGGIE LUCAS, JAMES MTUME,
WALTER and TREMAINE HAWKINS,
BOBBY BRADDOCK, CURLY PUTMAN,
JAMES CLEVELAND, CAL TJADER,
THE MANHATTANS, JAMES TAYLOR,
AL JARREAU, ROY ORBISON and
ALBAN BERG

all helped BMI once more get the lion's
share, — 28 — of the GRAMMY awards
Thank you all, and NARAS

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SERVING MUSIC SINCE 1940

NEW FACES TO WATCH

Franke & The Knockouts

When I listen to our sound," says Franke Previte, lead singer with Millenium recording group Franke & the Knockouts, "I think about people I listened to when I started to cross over from R&B to rock — people like the Rascals. They had songs you sang along to, they were melodic, and they had an R&B singer doing rock songs. I think that what we do starts with that same premise."

Franke's musical roots go back to a stint as the only white member of an a cappella doo-wop quintet in his home town of New Brunswick, N.J. The group used to practice in a "train station where they had this great echo. Since that time, his career has alternated between rock and R&B-based efforts. As a member of Bull Angus, "heavy metal riff-rock band" that recorded two LPs for Mercury in the early '70s, Previte temporarily abandoned R&B entirely. "After I left," he recalls, "I realized that I could only sing at one volume — loud. If I tried to sing softly, only air would come out. I had started listening to people like Donny Hathaway and Stevie Wonder and hearing them do these things with their voices that I couldn't do. So I took singing lessons."

When he was able to recover his voice, he secured a deal as an R&B solo act, but got caught in the middle of financial problems at his record label and saw "at least an album's worth of material" he'd recorded go for naught.

After that experience, he slowly began to put together what would eventually become the Knockouts. "I was working on and off doing demos with Billy Elworthy, who'd been Bull Angus's guitarist at the end, and a band from Poughkeepsie, N.Y., and I asked them if they'd be my band if I got a deal.

"We took the tapes to Jimmy Inner and he loved the tunes but then said, 'O.K., let's hear some more.' Billy and I looked at each other and went, 'uh-oh,' because we thought those were our best and we really didn't have anymore. 'Fortunately, Billy knew Blake Levisohn — they'd both been working in Rosetta Stone's band — and Blake had some great songs. I think those songs clinched it for us." Soon after, Blake joined the Knockouts on keyboards.

Previte says the sound on the group's self-titled debut album was planned to be a "crossing of R&B and rock. Claude LeHenaff, the drummer, likes to play funky, but Leigh Foxx, the bassist, is definitely a rocker. Of our two keyboard players, Blake is a rock, lay-it-down type of player, and Tommy Ayers adds R&B-style coloring." Previte's vocals provide the final ingredient. It's the kind of soul-tinged rock singing that begs favorable comparison to Bad Company's Paul Rodgers.

"It took me a long time to find players with the kind of rapport to just go into a rehearsal studio and know what a song requires," Previte concludes. "And now that I've got that band, I'm ready to go back out on the road. For me, playing live is like riding a bicycle — once you learn to do it, you never forget how."

Junie

Walter "Junie" Morrison may be a new name to much of the record buying public but his experience in the music industry as writer, player and producer goes back over a decade and includes stints with the Ohio Players and P-Funk as well as earlier solo LPs. Under the aegis of his J.S. Theracon Productions company he has been responsible for projects ranging from Funkadelic sides to cuts by country singer Jim Kays.

Morrison, born in Dayton, Ohio, started playing gospel piano in church at age five and quickly took to early rock 'n' roll. When he was 12 his family moved to Dayton, Tenn., where Morrison was influenced by the omnipresent sounds of country music. He played rock and country with various bands before moving back to Ohio in 1969 and joining the nascent Ohio Players, where as the youngest member he acquired the nickname "Junie." He played on all of their early records and was responsible for their first big hit, "Funky Worm." After leaving the group in 1973, Morrison cut three solo LPs for Westbound, developing his talents as a multi-instrumentalist and producer. He briefly led a touring band, but after a car wreck that laid him up for most of 1977, he joined the P-Funk mob and made his presence felt as writer of such Funkadelic hits as "Groove Allegiance," "One Nation Under A Groove" and "Cholly" and can be heard on cuts on Parliament's "Motor Booty Affair."

During this time he also took the first steps of forming J.S. Theracon Productions as "an alter ego to project different ideas of my work. I can do almost any type of music and not be typecast as 'Junie' material." In 1980 Morrison signed with Columbia and released "Bread Alone," an intriguing mixture of funk, pop and a taste of country that was a critical, if not commercial success. Junie notes, "When you start with a new company you've got to make several thousand connections in the organization, and I think it took the time spent on that album to form good relationships with the company. I don't think the issue is over with that album and when people find out I've made earlier records, they will want to investigate them. I've found that being successful isn't being famous and having lots of money but basically being on an even keel through all the ups and downs of the business."

Junie's new album is called "5." "People might say it's a blacker sounding album then 'Bread,'" he says, "but to me it's more pop. I tried to make it a little slicker and tighten up the lyrics and phrasing. 'Rappin' About Rappin is sort of a comment on rap records. They don't change context very much but I've noticed that people hang tight on them word for word so I thought I'd get in on some of that and inject a few new thoughts. The title cut, '5,' isn't a takeoff on the '10' craze, it's just that everybody has either been five or looked forward to being five." Junie played most of the rhythm tracks himself but the album also includes instrumental contributions from members of the Ohio Players and Shadow.

Junie's latest production projects are albums by backup singers Lynn Mabry and Teresa Alman.

SONGWRITER PROFILE

Charles Fox: Making The Move From Composer To Performer

by Mark Albert

LOS ANGELES — What do songs like "Killing Me Softly With His Song" and "I Got A Name," have in common with feature film scores like "9 to 5" and "Goodbye Columbus," as well as numerous theme songs and scores to popular TV shows like "Happy Days" and "Love Boat?"

What these works as well as dozens of other film and TV scores have in common is composer Charles Fox, whose compositions have earned him a Grammy Award for best song in 1973, and Emmy Awards for best song and score, as well as five other academy, Golden Globe and Emmy Award nominations.

Fox recently added yet another dimension to his well documented career — performer — when his first single, "Seasons," was released on the Handshake Records label last December. In making the transition from composer to performer, Fox noted that he has always been a performer, having spent half his life behind a piano.

"Actually, this isn't the first time that I recorded an album," Fox said, recalling earlier Latin/Salsa projects he worked on," but this represents the first time I've recorded my own material."

A second single, "Reflections," ships soon as well as an album that will be released outside the U.S. on RCA Records.

Fox, who is widely known for his musical compositions, could easily have chosen the standard writer-turned-performer approach of sitting down at the piano and recording his songs in the same style and manner that people are familiar with. Instead, along with co-producer Ed Newmark, Fox strove to create an identity for himself as a performer rather than have people simply associate him with the compositions.

Establish Identity

"The single most important factor for me as an artist in recording this album," Fox explained, "was to do something different with my songs and establish my own identity on record. The actual recording process was a great opportunity for myself, as an artist, to explore various methods of doing something that I feel is different.

"'Killing Me Softly,' for example, has been covered so many times internationally by more than 1,000 artists that we wanted to conceptualize the song differently. After stating the theme in the beginning with a small rhythm section and light percussion, it flows into an impressionistic classical sounding piece reminiscent of DeBussy."

Charles Fox

While the recording process was a gratifying one for Fox, he has no immediate plans for touring. "When I made the commitment to record, I also agreed to perform if it were deemed necessary." he said. "I

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Nominees Named For 16th Annual 'Hat' Awards Show

LOS ANGELES — Larry Gatlin, Don Meredith and Tammy Wynette are set to serve as co-hosts for the upcoming 16th annual Academy Of Country Music (ACM) "Hat" Awards, airing live from the Shrine Auditorium in Los Angeles, Calif., on NBC-TV, April 30.

Final ballots, with the names of the Top Five nominees in 11 categories were mailed to the Academy's 2,195 members March 18. All ballots should be returned to the Sherman Oaks, Calif. accounting firm of Dwight V. Call by April 16.

Prior to the telecast, the winners of the nine instrumentalist/band categories will be announced. Additionally, awards for the Radio Station of the Year, the Disc Jockey

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Island To Issue One Plus One In U.S.

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to get the blank tape. I just think that if everyone were to follow this practice, people would buy whatever pre-recorded music they like, and get their blank tape for free."

Blackwell said that the idea for the One Plus One cassette occurred to him because in the course of his own work, he felt it more practical to have a whole album play through on one side of a cassette. "I'd ask to have a whole new record put on one side and, to avoid being piled up with cassettes, to have another whole album put on the other side."

He was also aware, he explained, that cassette hardware has been outselling phonographs by nearly the same 80/20 ratio that records outsell prerecorded cassettes. On that basis, he decided that consumers must be resisting the prerecorded cassette because what they are being offered was low in quality and high in price.

"People would like cassettes if they were supplied on an economical basis. If what they're offered is not a good value, they obviously will go tape their own," he reasoned. "And by doing that, they become the biggest enemy of the business that we're in."

Negative Reaction

Unfortunately for Blackwell, industry reaction to the One Plus One idea has mostly been negative. The British Phonographic Industry (BPI), of which EMI and Virgin are members, pressured retailers not to stock the One Plus One cassettes, which caused a major British retail chain, Boots, to postpone stocking the tapes. Like EMI and Virgin, though, Boots eventually decided in favor of Island.

Blackwell also told of resistance from two distributors he initially approached with the One Plus One idea. At the time, he had hoped to sell the idea in return for a royalty. "Warner Bros. (U.S.) told me that they were close to an invention that would make it impossible to tape recorded music by scrambling the signal, so they weren't interested. Phonogram Europe told me they found the concept intriguing, but were concerned that people buy so much music per year, and if they are able to get that much more for free they'll buy that much less volume.

"They may well be right," he conceded. "Because the concept of looking at records by weights and measures is foreign to me, I don't know how to answer that."

Although there has been no official reaction to the One Plus One concept from the Recording Industry Assn. of America (RIAA), Blackwell felt that fear of provoking a negative response from the rest of the

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NEW AND DEVELOPING ARTISTS

JOHN O'BANION (Elektra E-47125)
Love You Like I Never Loved Before (3:20) (Sixty-Ninth Street Music — BMI) (R. Zito, J. Carbone, K. Pinto) (Producers: J. Carbone, R. Zito)

Every so often, an act comes out of the blue with a sound that radio will find hard to resist. This week, that artist is John O'Banion, whose first effort falls right in the pop mainstream. Comparisons to Pablo Cruise, Toto, a touch of Hall & Oates . . . it's all here, and more.

JIM PHOTOGLO (20th Century-Fox TC-2487)
Fool In Love With You (3:30) (20th Century Music Corp./Nearytunes Pub. Co. — ASCAP/Fox Fanfare Music/Nearytunes Publishing, Inc. — BMI) (Neary, Photoglo) (Producer: B. Neary)

After an auspicious start last year with the Top 50 success of "We Were Meant To Be Lovers," L.A. singer/songwriter Photoglo teams up once again with producer/co-writer/friend Brian Neary.

MICHAEL WYCOFF (RCA PB-12179)
One Alone (3:56) (Crystalane Music/Blue Sky Rider Songs/Irving Music Inc. — BMI) (M. Wycoff, W. Jennings) (Producer: S. Tyrell)

After gaining Top 40 on the B/C Singles chart with his debut song, Wycoff encores with the assistance of full-voiced Merry Clayton on an R&B powerhouse. A multi-layered vocal mix adds to the impact, with a smooth, but not sugary, string section. A sleeper any way you see it.

RICK SPRINGFIELD (RCA PB-12201)
Jessie's Girl (3:14) (Portal Music/Muscleman Music-BMI) (R. Springfield) (Producer: K. Olsen)

Springfield winds up for the second pitch with a tune radio forced out . . . and no wonder. Coming on like a blast of pop/rock power, "Jessie's Girl" packs a mean punch in its hook, as a throbbing bass line courses through the tune's veins and guitars rip around the smart drum work. A winner any way you look at it, this tune is dynamite for AOR and rock-oriented pop lists.

CARL WILSON (Caribou ZS6 01049)
Hold Me (3:30) (Murray Gage Music/Shilling Music — ASCAP) (C. Wilson, M. Smith) (Producer: J.W. Guercio)

The torch rocker in Beach Boy Carl Wilson comes out on this solo debut, as he engages in a passionate duet with Myrna Smith, a former member of the Sweet Inspirations. The instrumental attack is based on a simple, no-nonsense and ultimately effective 4/4 beat, lead by a heavy kick drum. Punchy pop/rock for AOR and pop.

PAGES (Capitol 4985)
Come On Home (3:27) (Warner-Tamerlane Publishing Corp./Entente Music/Garden Rake Music — BMI) (Page, George, Lang, Graydon) (Producer: B. Colomby)

Pages' last Epic LP, "Future Street," was a tasty menu of the band's diverse jazz/rock talents and its latest work appears to be focused more on the easy rock sound. Under the guidance of producer Bobby Colomby, Pages proves that there is room for craftsmanship in commercial music.

KWAME (Polydor PD 2161)
Hell Hounds (3:25) (Iration Music — ASCAP) (K. Heshimu) (Producers: L. Jaffe, K. Patterson)

An eerie ("Irie" ?) tune of "dread" from Kwame, one of the latest major label reggae artists to cross our path. Female backing vocals are definitely in the R&B bag, but the guitar and rhythm work are pure rockin' rasta roll. An exceptionally infectious mid-tempo groove rides throughout, with tasty horn punctuations. B/C should open up to this.

L'IL QUEENIE & THE PERCOLATORS (Tnangi LQ-1981)
My Darlin' New Orleans (4:05) (Ertis/Nevkat Music) (Cuccia, Neville, McLean) (Producer: F. Quintini)

A left field choice, this gumbo flavored cut from Leigh "L'il Queenie" Harris and her band, the Percolators, is a sizzling hot number that mixes the authentic New Orleans rhythms of the Wild Tchoupitoulas with a contemporary swing spirit.

FEATURE PICKS

BILL MEDLEY (Liberty 1402)
Don't Know Much (3:07) (ATV Music Corp./Mann and Weill Songs, Inc./Braintree Music/Snow Music — BMI) (C. Weill, B. Mann, T. Snow) (Producer: M. Lloyd)

Former Righteous Brother Medley goes right for the upper demo females with his sensitive baritone and this affecting love ballad. Delivered in a world weary rasp, this is in the Kenny Rogers MOR mold.

TOM SCOTT (Posse POS 5009)
Got 'Em Where You Want 'Em (3:33) (Gold Horizon Music Corp. — BMI) (T. Scott) (Producer: T. Scott)

Saxman Scott blows in a sultry wind on this mellifluous and slightly funky little instrumental from the original soundtrack to the Pryor-Wilder comedy hit film *Stir Crazy*. Like the Brecker Brothers, this could be in the jazz or B/C radio groove.

RICK JAMES (Gordy G 7197F1)
Give It To Me Baby (3:48) (Jobete Music Co., Inc./Stone City Music Co. — ASCAP) (R. James) (Producer: R. James)

He smoked you out with "Mary Jane," he shot you with his "Love Gun," now he gives it to you with another grinding funker, heavy on the horns. From his collection of "Street Songs," this'll wear out a few shoes as fast as B/C radio jumps on it.

CON FUNK SHUN (Mercury 76099)
Lady's Wild (3:28) (Val-ie-Joe Music/Felstar Music — BMI) (M. Cooper, F. Pilate, G. Jackson) (Producer: Con Funk Shun)

One of the last Memphis horn bands from the Stax fold, Con Funk Shun continues to turn out romping yet polished R&B like its last Top 10 B/C hit, "Too Tight." The band "turns on the party lights" once again here on this dance spree for B/C.

CREEDENCE CLEARWATER REVIVAL (Fantasy 908)
Tombstone Shadow (4:05) (Jondora Music — BMI) (J.C. Fogerty) (Producer: not listed)

One of the late, great CCR's minor classics, this tune about a fortune teller oozes with earthy rock/R&B and John Fogerty's gritty southern fried vocals. Superb live material from one of the great American rock bands.

GLEN CAMPBELL and TANYA TUCKER (Capitol 4986)
Why Don't We Just Sleep On It Tonight (3:05) (ATV Music Corp./Welbeck Music Corp. — BMI/ASCAP) (J. Parker, H. Shannon) (Producer: G. Klein)

Those "dream lovers" are back on yet a more bouncy, uptempo duet, with a solid touch of funky country. The snappy rhythm and melody is bound to have a few fingers popping. A crossover item.

NAZARETH (A&M 2324)
Dressed To Kill (3:31) (Panache Musicciroride Ltd./Stickrope Ltd. — ASCAP) (McCafferty, Agnew) (Producer: J. Baxter)

The Naz, with Jeff "Skunk" Baxter at the producer's helm, engage in a spirited barroom boogie on this track from "The Fool Circle" LP. A dense guitar and drum sound should drive this one onto hot rotation at many AOR stations.

CARLY SIMON (Warner Bros. WBS 49689)
Come Upstairs (4:14) (Quackenbush Publishing/Red-eye Music Pub. Co. — ASCAP) (C. Simon) (Producer: M. Mainieri)

Simon sinks her teeth into the hot, passionate and slightly sinister title track from her current LP. The songstress' seductive chant has all the fire of a flamenco dance.

GAP BAND (Mercury 76101)
Yearning For Your Love (3:59) (Total Experience Music Publishing Co. — BMI) (R. Wilson, O. Scott) (Producer: L. Simmons)

This is unquestionably the year of the Gap. After snagging the #1 spot on the B/C charts with "Burn Rubber," the band shifts into a mid-tempo, E,W&F-styled groove that will surely establish it as a crossover act to be reckoned with.

PARLIAMENT (Casablanca NB 2330)
Crush It (3:50) (Rubber Band Music — BMI) (Bootsy, D. Spradley) (Producers: G. Clinton, B. Collins)

Slickery, dickery, snap . . . the bopsters are at it once again, as the cosmic dance continues with a visit from Sir Nose and Star Child. Look for this to follow "Agony of DeFeet" up the B/C charts.

HITS OUT OF THE BOX

THE WHO (Warner Bros. WBS 49698)
You Better You Bet (3:58) (Towser Tunes Inc. — BMI) (Townshend) (Producer: B. Szymczyk)

REO SPEEDWAGON (Epic 19-01054)
Take It On The Run (3:35) (Buddy Music — BMI) (G. Richrath) (Producers: K. Cronin, G. Richrath, K. Beamish)

ROD STEWART (Warner Bros. WBS 49686)
Somebody Special (4:28) (Riva Music, Inc./WB Music Corp. — ASCAP) (Stewart, Harley/Chen, Savigar, Cregan, Grainger) (Producer: Harry The Hook)

STYX (A&M 2323)
Too Much Time On My Hands (4:31) (Stygian Songs, admin. by Almo Music Corp. — ASCAP) (T. Shaw) (Producers: Styx)

DELBERT McCLINTON (Capitol/M.S.S. 4984)
Shotgun Rider (3:08) (House of Gold Music, Inc. — BMI) (Hurt, Henley, Slate) (Producers: B. Beckett, Muscle Shoals Rhythm Section)

ROBERTA FLACK and PEABO BRYSON (Atlantic 3803)
Love Is A Waiting Game (3:44) (WB Music Corp./Peabo Music/Very Every Music — ASCAP) (R. Flack, P. Bryson) (Producers: R. Flack, P. Bryson)

BOZ SCAGGS (Columbia 11-01023)
You Can Have Me Anytime (4:56) (Boz Scaggs Music — ASCAP/Foster Frees Music, Inc./Irving Music, Inc. — BMI) (B. Scaggs, D. Foster((Producer: B. Schnee)

CBS Inc. Forms Fifth Group To Produce Films

NEW YORK — CBS Inc. has announced the creation of its fifth operating group, the CBS/Theatrical Films Group, with an eye to eventually distributing the films it produces. Thomas H. Wyman, president of CBS, Inc., has appointed Michael Levy, formerly of the Paul Kohner-Michael Levy Agency, the group's president and chief executive officer, effective March 30. Levy will report directly to Wyman, and will be given wide authority and the requisite funding to establish CBS as a major producer and distributor of theatrical films.

Donald March, president of CBS Theatrical Films Division, will continue in his present role. The CBS Theatrical Films Division's first release, *Back Roads* starring Sally Field and Tommy Lee Jones, premieres in 800 theaters on March 13, with distribution by Warner Bros. As the fifth CBS operating group, CBS/Theatrical Films Group joins the CBS/Broadcast, Records, Columbia and Publishing Groups.

Salmonsohn New VP At U.A. Music

LOS ANGELES — Steven E. Salmonsohn has been named vice president, operations of United Artists Music, effective immediately.

Salmonsohn will be responsible for the music publishing company's financial operations including accounting, royalties, data processing and related administrative departments. Prior to his appointment, Salmonsohn was vice president, finance and administration, for PolyGram Record Operations and was also a member of the management committee of Polydor/MGM Records serving on the PolyGram Record Operations Advisory Group.

In announcing the appointment, Harold Seider, president of UA Music said, "Steven Salmonsohn comes to us with excellent credentials as a finance executive in our industry. His presence will add considerable strength to our executive staff as we continue to move forward to achieve the growth goals we have set for 1981."

Caviano Bows New Label, Promo Firm

(continued from page 6)

an American arm for Quality Records of Canada. The new joint company, which marks Quality's entrance into the U.S. market, will be called RFC/Quality Records. Initial releases will be by singer Karen Silver and the rock group Instructions. Independent distributors will be announced shortly.

Staff appointments made by Caviano include: Bob Siegel, general manager; Jack Witherby, West Coast operations director; and Bob Ghossen, East Coast promotion manager. The appointees were all employees of RFC Records and Warner Bros. dance music department.

Caviano began his record industry career in the mid-sixties as a manager for emerging rock acts on New York's lower East Side before becoming an assistant to the publisher for *Rolling Stone* magazine. He has been director of publicity for London Records, director of North American operations for Miles Copeland's British Talent Managers and vice president of TK Records. In 1979, Caviano established a dance music department for Warner Bros. Records, taking the title of executive director and establishing the RFC label.

The RFC Group of Companies will be located at 101 W. 55th Street, New York 10019.

Richard Sherman

Sherman Named Sr. Vice President, Motown Records

LOS ANGELES — Richard Sherman has been appointed senior vice president of marketing and distribution for Motown Records and its affiliated labels, including Tamla and Gordy.

Most recently senior vice president of sales and marketing for the Boardwalk Entertainment Co., Sherman has also held the post of senior vice president of product development, Casablanca Records and FilmWorks. He returns to the company after originally working as a label sales manager before Motown moved its headquarters from Detroit in the early '70s.

Sherman will be based at the label's present corporate office in Hollywood.

Justice Dept. Probe

(continued from page 5)

member Sen. Orrin Hatch (R-Utah), requested that former antitrust division chief Sanford Litvack supply them the data after Thurmond was told confidentially that the Carter administration was behind the closure, without any indictments, of the probe in 1979.

Thurmond and Hatch have maintained that the basis for the request is to see if the L.A. probe, which the congressman said used considerable time, money and manpower, was handled in a proper manner.

The Justice Department replied to the senators' request (**Cash Box** Dec. 20, 1980), but would not submit the data requested, citing Grand Jury Rule 6E. The federal rule is a provision that protects Grand Jury proceedings from review by all but Justice Department lawyers or upon court order.

A spokesman for the senator said that the request was renewed now because new Justice Department personnel are being established and because the lawyers in the New York-based Sam Goody counterfeit trial requested certain portions of the same data. Federal Judge Thomas C. Platt, who is hearing the case, ordered the Justice Department to turn the documents over to the defense attorneys after certain parts had been redacted (**Cash Box**, March 7).

Spokesmen for the senators indicated last December that before seeking court action to obtain the information, they would again request that the Justice Department cooperate with the congressmen's request.

Justice Department officials, however, said that the new administration would not change adherence to the Grand Jury rules and that a court order was the only legal way by which the senators could obtain the data.

A Justice Department official said last week that the department had received the senator's new request and would respond, although when the reply would come was still a question. Proposed antitrust chief William Baxter was unable to comment on the senator's request or the possibility of Thurmond obtaining the data without court action because at press time he had not been confirmed.

EXECUTIVES ON THE MOVE

Brinton

Marcus

Gersh

Keep

Brinton to Pavillion — Pavillion Records, a CBS Associated Label, has announced the promotion of Jane Brinton to vice president and general manager. She has been in charge of national promotion/creative affairs for the label over the past six months. Prior to her joining Pavillion, she owned and operated a national independent promotion firm known as Brinton & Company based in Los Angeles.

Marcus Appointed At CBS — Deane J. Marcus has been appointed director, financial analysis, CBS/Records Group. He joined CBS in 1978 as a financial analyst in the CBS Records Division's operations marketing profit center. He was promoted to manager, financial analysis-operations marketing, CBS Records Division, in 1979.

Warner Names Harden — Holmes Harden has been appointed executive vice president and chief financial officer of Warner Amex Cable Communications Inc. Prior to joining Warner Amex, he had been with Reliance Group and its affiliated companies since 1971.

Changes At EMI — EMI America/Liberty Records has announced the promotions of Gary Gersh and Kathy Keep to the director of talent acquisition and director of A&R administration, respectively. Gersh, who previously was manager, A&R, has also held regional and national promotion posts with EMI America. He has been with the company since its inception and was regional promotion manager with Capitol Records.

Brett Named At Arista — Arista Records has announced that Jonathan Brett has been appointed assistant to the president and executive vice president & general manager. From 1978 through 1980, he was vice president of business affairs for Sire Records. Prior to that, he practiced law as a private attorney in England.

Changes At PolyGram — Walter P. Burton has been named director of Management Information Systems (MIS) Operations and Joseph J. Costolnick, controller, PolyGram Corporation. Burton previously was manager, MIS operations and programming, RCA Records, where he served for the past 18 years. Costolnick joined PolyGram in 1977 as senior auditor from the New York City office of Price Waterhouse & Co. In May, 1980 he was named assistant controller, assuming his present position in February of this year. Burton and Costolnick replace Lawrence J. (Bud) Ozarski and Jerry Hasson respectively, both of whom have left PolyGram.

Garber Named At Motown — Jesus Garber has been appointed as western regional R&B promotion manager for Motown Records. Prior to joining Motown he was promotion manager for R & B Productions of Beverly Hills; and also did independent promotion for Motown, RCA and Casablanca Records.

Bencivengo Named — Richard Bencivengo has been appointed coordinating producer for music development, Warner Amex Satellite Entertainment Company. He was producer/director at WHYY-TV 12 PBS in Philadelphia.

Changes At MCA — Cynthia Badie-Dashiell and Barbara Marsalis have been named regional black product promotion managers for MCA Records. Previously, Badie-Dashiell had been affiliated as a public relations/marketing consultant with Leroy Jeffries and Associates. Prior to that, she was an executive administator with the A.B. Tolbert law firm, assigned to the Monrovia, Liberia office in West Africa. Marsalis has previously worked as a promotion manager for both Jackie Ward Enterprises and Whitfield Records.

Garber

Badie-Dashiell

Marsalis

Schuster

Changes At WASEC — John Fisher, John Micale, Diane Fristachi and Herbert Peck have recently been appointed production managers for Warner Amex Satellite Entertainment Company. Fisher comes to WASEC from WNET/13, New York where he was assistant manager for operations. Prior to that he held a position as graduate teaching assistant in television at Syracuse University. Prior to joining WASEC, Micale was supervising unit manager for NBC Television Network in New York. Fristachi joins WASEC from WNET/13, New York, AMAS Repertory Theatre and Jacques d'Amboise's National Dance Institute. Peck comes to WASEC from WNET/13 New York where he was a production manager. Rita Merenyi was named manager of operations for WASEC. Prior to this position, she was operations coordinator, and before that, assistant to Nickelodeon general manager at WASEC.

Schuster Joins ASCAP — Gary Schuster has been appointed staff writer in the public relations department of ASCAP. He previously worked in the book publishing field.

Changes At Top Billing — Andrea L. Smith, Barbara C. Farnsworth and Vincent T. Phillips have been named to the board of directors of Top Billing, Inc. Additionally, Jan Simmons has joined the firm's creative services division as its national press coordinator. Smith and Farnsworth, senior vice president and vice president of the corporation, have served it since 1969 and 1971 respectively.

ASCAP Names Cox — Ainslee Cox has been appointed to the standard awards panel of the American Society of Composers, Authors and Publishers. He has served as music director of the Oklahoma Symphony Orchestra, and directed the Chamber Opera Theatre of New York.

Blakely Joins Magna — Troy Blakely has gone to Magna Artists Corporation's west coast office. He was formally a vice president of Diversified Management Agency in Detroit for eight years.

Rawls Names Gliksman — Keith Rawls Management has announced the appointment of Ellyn Gliksman to executive assistant. Gliksman, who will be involved with all facets of the management of Island recording artists The Rockats, was formerly with Sight & Sound Management.

ALBUM

REVIEWS
HITS OUT OF THE BOX

SUCKING IN THE SEVENTIES — The Rolling Stones — Rolling Stones Records COC 16028 — List: 8.98

This greatest hits of the 1970s is ample proof that Mick and the boys have aged well. There's dance ("Hot Stuff," "If I Was A Dancer"), blues ("Mannish Boy"), soul ("Fool To Cry") and good old dirty rock 'n' roll ("Shattered," "When The Whip Comes Down") — illustrating again that the Stones are the pop band for all seasons. This should have been a two-disc compilation, but "Sucking" has all of the car-radio classics. They're a little more ragged than they were in the '60s, but Lear jets and all, the Stones are still as brash and rebellious as ever.

THE DUDE — Quincy Jones — A&M SP-3721 — Producer: Quincy Jones — List: 8.98 — Bar Coded

The studio wunderkind is on the loose on wax again, and it's his usual classy affair. The album is Jones' essay on the state of contemporary black music, as he struts through light funk, silky ballads, straight ahead R&B and progressive B/C numbers. Collaborations with Zingara lead singer James Ingram, Rod Temperton and Patti Austin come off winningly. Top tracks on this flawless B/C pop effort are the funkified title track, the spirited "Ai No Corrida" and "Just Once."

TENDERNESS — Ohio Players — Boardwalk FW 37090 — Producer: Leroy "Sugar" Bonner — List: 8.98 — Bar Coded

The Players debut for Boardwalk still has that funky dance-oriented sound of earlier works like "Skin Tight" and "Fire," but the sound has been refined to match '80s tastes. Those jumpin' rhythms and hot horn blasts are still in evidence, but songs such as "Boardwalkin" and a pulsating treatment of "Sitting On The Dock Of The Bay" have a glossy techno funk edge that should please B/C and pop audiences. Top track on this slick as a whistle LP is the sensual ballad called "It Takes A While."

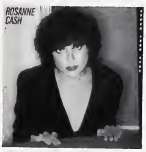
LABOR OF LOVE — The Spinners — Atlantic SD 16032 — Producer: Michael Zager — List: 8.98

The Rubber Band men are back with style on "Labor Of Love." The Spinners/Michael Zager team that worked so well on "Cupid" last time out is happening with a percussive vengeance on its latest effort. The fivesome seems to favor the medley as a single release, and this time it's picked a honey in "Yesterday Once More/Nothing Remains The Same." Zager's inventive production style keeps the band's sound modern, without straying too far from traditional R&B/funk roots. This classic stand up soul band proves it still has as much energy as in the "Mighty Love" Days.

FEATURE PICKS

ROCK AWAY — Phoebe Snow — Mirage WTG 19297 — Producer: Greg Ladanyl and Richie Cannata — List: 7.98

Snow makes a brilliant comeback with this sophisticated folk rock-styled LP. Players like the Section, David Landau and producer Greg Ladanyl give Snow more the style of a hard rocking Warren Zevon than the jazz/pop stylist we know her for. Rich in texture and lyric content, Snow is in fine fettle on "Rockaway." For pop and AOR.



SEVEN YEAR ACHE — Rosanne Cash — Columbia JC 36965 — Producer: Rodeny Crowell — List: 7.98 — Bar Coded

She's a little bit country and a little bit rock 'n' roll, and that spells hot crossover property for Rosanne Cash. Cash's husband, Rodney Crowell, puts that old hollow rockabilly edge on Rosanne's voice that is perfect for country-tinged rock. Her vocals on songs like Steve Forbert's "What Kinda Girl?" and Tom Petty's "Hometown Blues," are irresistible. A crossover smash for Cash.

RADIO ACTIVE — Pat Travers — Polydor PD-1-6313 — Producers: Dennis Mackay and Pat Travers — List: 8.98

Mr. "Boom Boom (Out Goes The Lights)" is back with another hot serving of his blues-edged heavy metal. Travers is like Sammy Hagar, in that his retail action hasn't quite caught up the size of his concert audience; but songs like "New Age Music" and "My Life Is On The Line" should put him over the top this time. Travers is one of rock's most able journeymen, axemen, and, while strong keyboard parts and nice melodies are added this time, his guitar is the draw here.

ROCKIHNROLL — Greg Kihn — Beserkley BZ-10069 — Producer: Matthew King Kauffman — List: 7.98

Greg Kihn is akin to a semi-pro ball player in that he seems to play just for the fun of it. His driving pop rock sound still thrills them in San Francisco, but this engaging artist can't even get arrested anywhere else. Bristling guitar rhythms and songs like "True Confessions," "When The Music Starts" and "Sheila" make this Kihn's most commercial LP yet. AOR and pop should finally wake up to a winner.

AFFAIRS — Elliott Murphy — Courtisane MUR-101 — Producers: Elliott Murphy and Thom Panuzio — List: 5.98 — EP

Murphy was hailed as the next Dylan when he arrived on the music scene in the early '70s with his brilliant "Aquashow" LP. The undeserved moniker proved to be an albatross for the literary rocker, as the critical acclaim didn't translate into record sales. Murphy still has a strong lyrical bite to his music, but his Eastern folk rock style has matured into a cohesive contemporary sound that works beautifully on this albumette.

NEW AND DEVELOPING ARTISTS

SONS AND LOVERS — Hazel O'Connor — A&M SP-4825 — Producer: Nigel Gray — List: 7.98 — Bar Coded

After the disappointment of having her debut LP, the soundtrack to *Breaking Glass*, released without a movie to back it up, Hazel O'Connor comes back strong on this follow-up. Released from the strict thematic and stylistic structure of a soundtrack, O'Connor's brand of basic, English new rock is highlighted in a more accessible light here. Top cuts are driving "D-Days" and "Zoo," the cynical "Ain't It Funny," the relentless title cut and the bluesy ballad "Who Will Care?"

APART FROM THE CROWD — Great Buildings — Columbia NJC 36920 — List: 7.98 — Bar Coded

L.A.'s own Great Buildings combine the sound of Sun Belt rock — a tad of Tom Petty with a twist of Byrds — and a new pop rock attack. The group has a tight, high harmony ring, a driving guitar sound that puts the band firmly in the mainstream, and the knack for writing killer song hooks. The former members of the Quick have finally made good here. "Hold On To Something," "Maybe It's You" and "One Way Out" are deserving of AOR hot rotation, post haste.

THE BIG ROCK — The Kingbees — RSO RS-1-3097 — Producer: David J. Holman and Rich Fitzgerald — List: 8.98

This neo-rockabilly band came on strong last year with hot AOR singles like "Once Is Not Enough" and "My Mistake," but the tight little threesome from L.A. is revved up for "The Big Rock." There's a lot of Sun session in its rhythms, but slick production and a new rock delivery make the band totally contemporary. Led by the talented Jamie James, the Bees are '50s cool and streamlined for the '80s.

JOURNEYS TO GLORY — Spandau Ballet — Chrysalis CHR 1331 — Producer: Richard James Burgess — List: 7.98 — Bar Coded

They dress like the pirates and bar wenches from the 18th Century. Stralght from England, it's the new romantic crowd — and they also have their own music. Bands like Adam And The Ants, Visage and Chrysalis' own Spandau Ballet play the beat of this British blitz movement. The music is a combination of Ultravox-flavored synth rock, the steady rhythm kick of disco, and the alien vocals of the new wave. Top tracks on this soon-to-be dance club favorite are "Age Of The Blows" and "Confused."

FOOL IN LOVE WITH YOU — Jim Photoglo — 20th Century-Fox T-621 — Producer: Brian Frances Neary — List: 7.98 — Bar Coded

This veteran of L.A.'s South Bay barroom scene is back with another barrage of mellow ballads and Michael McDonald-influenced A/C pop numbers. Photoglo and producer co-songwriter Brian Neary have improved greatly as a songwriting team on "Fool In Love With You." The title track and the lilting "I Can't Let Go Of You" highlight this sophomore effort. Perfect A/C fare.

Goody Prosecution Advances

(continued from page 5)

be saved.

Federal District Court Judge Thomas C. Platt ruled that, although there was no question that some materials were inadvertently lost or destroyed, no deliberate destruction occurred. Judge Platt noted that he was troubled by the extent of the sanctions requested by the defense counsels. Therefore, he decided to hear testimony from the witnesses regarding the circumstances of the note- and statement-taking before deciding whether to exclude the testimony. He further stated he would give the defense a "missing document" charge in which he would tell the jury that they may, but are not obliged to, regard the government's failure to produce the missing notes as meaning that the documents had information that hurt the government's case.

Testimony was heard from FBI agent Robert Levey, who, as "Bobby Melanson," operated the "Modular Sounds" store in Westbury that was part of the "Mod Soun" counterfeit sting operation. Levey stated that the operation had contacted over 100 counterfeiters and that he purchased over $100,000 worth of illicit product. He added that examination of counterfeit and legal tapes in a store and show them to be almost indistinguishable, and said that price was often the one factor by which the difference could be determined.

'Mod Soun' Sting

Levey purchased large amounts of counterfeit copies of *Saturday Night Fever* and *Grease* from convicted manufacturer George Tucker and led the raid on Tucker's Super Dupers operation that resulted in the seizure of several duplicating units, a recorder, stereo mixer, a shrink-wrap machine and labels for *Saturday Night Fever* and "Alive And More" by Donna Summer.

FBI agent Richard Ferri testified that he was in charge of coordination and collection of evidence, as well as questioning government witnesses, including Verner and Collins during Spring of 1980. He took notes that were typed by Jacobs' secretary as part of statement preparations. On Jacobs' instructions, the agents didn't file "302" forms — records of their daily activities — and the resulting statements signed by the witnesses were undated, although this was contrary to FBI policy. Martin Gold, defense attorney for Stolon, brought out the fact that Ferri had no memos relating to his interviews with Verner, Collins and Pierce and reiterated that he had prepared no "302" forms. Stolon also brought out the point that Collins had been given $200 by the FBI for expenses.

Convicted manufacturer Tucker, currently serving a five-year sentence at Allenwood Federal Prison for wire fraud, copyright infringement, perjury and obstruction of justice resulting from his manufacture and sale of some 80,000 counterfeit 8-track tapes, testified that he had sold over 60,000 tapes to Verner and knew that Verner was selling tapes to Sam Goody Inc. Tucker described how he could identify tapes he'd manufactured by their label color, type of shrink wrap and boxes, and tape splices, and identified tapes seized from Pickwick as his own work.

He stated that he had purchased some tapes from a Goody store in Paramus to make masters used to manufacture his counterfeits. He stated that his customers, including Verner, knew he was making counterfeit tapes. Tucker was questioned about his relationship with Verner before a grand jury on Dec. 6, 1979, and committed perjury when he denied having done business with him. Tucker said that Verner had lied when he said at his trial that they had discussed Verner's name appearing on the grand jury witness list.

Plea For Leniency

Tucker filed an appeal for reduction of his sentence, then withdrew it as part of his agreement to cooperate with the government, including testimony in this case with immunity for any information he may reveal. His application for reduction of sentence is currently before Judge Platt, who will not rule on it until after the trial.

(continued on page 13)

'Sweet And Lovely' Has 50th Anniversary

NEW YORK — "Sweet And Lovely," the 1931 standard song written by Harry Tobias and Jules Lemare that has generated over 250 recordings worldwide, will be the subject of a 50th anniversary salute in a featured segment on the syndicated *Lawrence Welk Show* from KTTV (Los Angeles) on March 21, with followup telecasts from New York and Chicago the following night. After the Welk orchestra performs the song, Tobias will be introduced from the audience.

"Sweet And Lovely" was originally introduced by the Gus Arnheim orchestra and was subsequently recorded by such artists as Russ Colombo, Bing Crosby, the Boston Pops, the Ventures, Patti Page, Gerry Mulligan, Guy Lombardo, the Living Strings and George Shearing. One of the tune's biggest revivals came in 1944 when it was performed by June Allyson, Gloria De Haven and Helen Forrest with the Harry James Orchestra in the MGM musical *Two Girls And A Sailor*. The George Shearing Trio is also marking the tune's 50th anniversary by including it on their most recent album. "Sweet And Lovely" is published by United Artists Music, via its Robbins Music catalog.

IT'S A GAMBLE — *Philadelphia International recording artist Dee Dee Sharp Gamble recently visited the* **Cash Box** *New York office. She is pictured here with J.B. Carmicle,* **Cash Box** *East Coast general manager.*

Deep Creek Production Firm Created In N.Y.

NEW YORK — Hal Willner, music coordinator for NBC's *Saturday Night Live*, has formed Deep Creek Prod. The company's first four records will be released in the late Spring, with distribution still in the planning stage.

The first four releases are "Amarcord Nine Rota," featuring the music of Nino Rota performed by Carla Bley, Muhal Richard Abrams, Steve Lacy and others, with artwork and liner notes by Federico Fellini; "Crayons Are Dangerous Toys" by the Swollen Monkeys, a nine-piece rock group featuring members of Tim Huey and the Waitresses; "Between the Acts," by saxophonist Gary Windo; and "A Well Kept Secret" by the Beaver Harris/Don Pullen 360 Degree Music Experience, with cover work by Ralph Steadman.

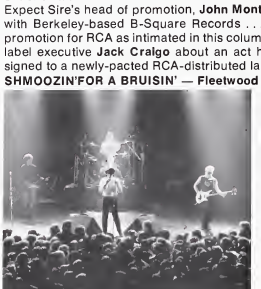
Prior to joining *Saturday Night Live*, Willner worked with Joel Dorn for Masked Announcer Corp. His production experience includes work with Rahsaan Roland Kirk, Leon Redbone, Asleep At The Wheel, Roomful of Blues and Lou Rawls. Willner was also an A&R staff member at Warner Bros. in New York.

Deep Creek Prod. is located at 312 W. 58th St., Suite #2, New York, N.Y. 10019.

EAST COASTINGS

THIS MUSIC OF BUSINESS — **Ed DeJoy** has resigned as head of A&R for RCA Records and has formed a new production company with former RCA exec **Bud Dain** . . . Add the classic song "You Made Me Love You" to the copyrights that **Paul McCartney** now owns (in whole or part) or controls . . . Booker **David Knight** has switched from The Ritz to **Ron Delsener**'s Savoy, which is set for an April 2 opening . . . Expect Sire's head of promotion, **John Montgomery**, to leave and head west to work with Berkeley-based B-Square Records . . . **Mike Pillot** is not about to head AOR promotion for RCA as intimated in this column. Pillot recently had some meetings with label executive **Jack Craigo** about an act he manages, **Robert Ellis Oral**, who has signed to a newly-pacted RCA-distributed label.

SHMOOZIN'FOR A BRUISIN' — Fleetwood Mac founding member **John McVie** and his wife have pleaded guilty to cocaine and firearms charges, dating from a December arrest in Hawaii. They were fined $500 each and ordered to donate another $500 each to a Hawaiian drug program . . . One of the most interesting recording sessions around town appears to be the scoring for a full-length animated cartoon called *Drats* at Blank Tape Studios, with **Blondie's Chris Steln** at the production helm. Chairman **Iggy Pop** has so far laid down a track called "Pain and Suffering," while **Debble Harry** may get involved as well . . . Look for Epic to release a promotional LP of the **Clash** members being interviewed by manager **Cosmo Vinyl** . . . **Mick Jagger** and **Keith Richards** are huddling in Barbados to decide which of 60 completed songs will go on their next album . . . The **Ian Dury** tour is off. The tour was structured around an appearance on *Saturday Night Live*, which just announced it would go off the air for a month for a production overhaul . . . Ex-**Monkee Peter Tork** has moved to New York. He's got masters to shop . . . The great **Quincy Jones** is again producing **Michael Jackson** . . . Look for Jem to import the controversial Island "One Plus One" cassettes . . . **NRBQ**, which is touring with **Carl Perkins**, will record an album of **Burt Bacharach** compositions .



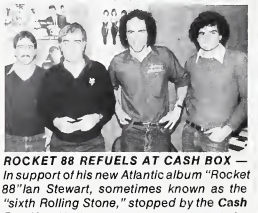
U-2 CAN PLAY THE RITZ — *Island recording group U-2 recently performed at the Ritz. The group is pictured above.*

Cash Box *photo by Jan Berman.*

JOHN'S SCHER OF THE NEWS — New Jersey impresario **John Scher** figures importantly in this week's news. First, Scher has taken over management of the **Allman Brothers** and claims that the principals of the group appear to be extremely healthy. They are prepared, he says, to turn out a better album than their previous two, which were marred, he claims, by the pressures of extricating themselves from their Capricorn deal. Second, Scher confirms that the Jersey-based Meadowlands Arena, which seats 21,000, will, "in all probability," open the first week of June with **Bruce Springsteen and the E-Street Band** slated to play "between six and eight dates." Scher also suggests that an album featuring bassist/singer/songwriter **Jack Bruce**, an artist he manages, may become a collector's item. According to Scher, the **BLT** album cover on Chrysalis, featuring Bruce, drummer **Bill Lordan** and guitarist **Robin Trower**, gives Bruce and Lordan co-equal, but distant, second billing to Trower. The next run of the album, Scher claims Chrysalis officials have assured him, will feature Bruce's name in type-face "about 90% the size of Trower's."

DOWNTOWN RAPPIN' — It was the night that rap music came downtown. The March 12 all-rap show at the Ritz, produced by **Frankie Crater** and featuring the **Sugarhill Gang, Grandmother Flash and the Furious Five, Sequence, Coati Mundl** and the **Funky Four Plus One**, was the greatest assemblage of rap talent we can remember on one stage, down or uptown. And the media responded accordingly, with an intensity of interest equal to anything we can remember. The exhausting four-hour show didn't feature a losing performance — though we can't help but feel that both Sequence and the Grandmaster's crew will be the acts historians will talk about. It was, however, most definitely a night to remember, and one whose reverberations will undoubtedly be felt in the music business for years to come. Every street maven with pop antennae was there — from **Ahmet Ertegun**, who founded Atlantic Records in 1947, to **Cory Robbins**, who will bow an indie rap label in two weeks.

JAMBALAYA ON THE BOWERY — The pride o' New Orleans, The **Neville Brothers**, are in town to record vocal overdubs for their upcoming A&M LP. We heard some rough mixes at Atlantic Studios and can vouch that this new recording, under the production aegis of **Joel Dorn**, completely realizes this group's consummately funky talents Every little touch works on this album; from the keyboard assistance of **Mac "Dr. John" Rebennack** to the vocal background of **Cissy Houston**, the horn playing of David **"Fathead" Newman**, the guitar playing of ex-**Meter Leo Nocentelllo** and the horn charts of New Orleans' underappreciated genius, **Wardell Quezerque**, the album vindicates this group as the premier exponents of New Orleans funk and America's first musical family. While in town, the group stopped by Tramps for the club's Tuesday night soul jam and played with the **Uptown Horns** (where else could you see Aaron Neville and Iggy Pop within 50 feet of each other?). Aaron did a version of "Tell It Like It Is" that Red Star boss **Marty Thau** called "one of the most transcendant musical moments at this club."



ROCKET 88 REFUELS AT CASH BOX — *In support of his new Atlantic album "Rocket 88" Ian Stewart, sometimes known as the "sixth Rolling Stone," stopped by the* **Cash Box** *New York office. Pictured are (l-r): Art Collins, vice president, Rolling Stones Records; Stewart; Aaron Fuchs, East Coast editor,* **Cash Box***; and Dave Schulps,* **Cash Box.**

INDIE BEGINNINGS — French new wave label Celluloid Records opens its offices here on March 20, and will fly in 150 French media people for a party at the Ritz that day, featuring performances by pacted groups, **Suicide, Tuxedomoon, Material/Deadline**, Pillot recently had some meetings with label executive **Jack Craigo** about an act he controls — United States, Regal, J.O.B., and Atomic-H to the Japanese-based P-Vine Special label.

aaron fuchs

Goody Prosecution Advances

(continued from page 12)

A dispute erupted over the names of certain star performers who had been listed as potential witnesses in print, with Holmes objecting that their names were not on the witness list submitted by the prosecution, although the names did appear on a supplemental witness list submitted to Judge Platt on March 6. Martin Gold objected that this had prejudiced the defense case, and Judge Platt ruled that Jacobs would have to call witnesses from his first list before he could call those on the later list. Gold further objected that the "star" witnesses could not contribute substantial testimony and requested that the government tell defense counsel what testimony they were expected to produce.

Testimony by FBI agent Ferri revealed that in the course of his interviews of middlemen Collins and Pierce, and dealer Scarnetti in collaboration with FBI agent Warren Flagg, some notes taken by the agents that contained facts pertaining to the case had been lost or mislaid, and in some cases, no notes were taken at all. Stolon attorney Gold brought out that interim drafts, made from handwritten notes and used to prepare final statements had been lost. "302" forms were not used in order to get statements without putting an FBI agents' interpretation into them as is necessary if this form is used.

Barry Singer, defense attorney for George Levy, introduced a "302" form dictated by agent Flagg of statements made to him by Levy when he was served with a subpoena on Dec. 28, 1979, which Singer stated was incorrectly dated.

Missing Statement

Holmes brought out that notes for Collins' statement contained the note "Norton (Verner) always insisted product was overruns," which didn't appear in the final statement. The statement taken from Pierce also had no mention of Collins' statement that Verner's product wasn't stolen or counterfeit, although this appeared in the longhand draft.

Jacobs stated to the court that the statements and notes contained no false statements, that they are what the witnesses will testify to, and that the changes made were clarifications.

Convicted counterfeit cassette manufacturer Carroll identified tapes he'd made by Jefferson Starship, Wings, Frank Sinatra and Elvis Presley, and stated that between 1976 and 1978, he made over 400,000 cassettes, including 150,000 he sold to Verner, who, he said, bought him a shrink-wrapping machine and was paid with merchandise. He also testified that he never knew or met George Levy or Sam Stolon.

In July 1980, he came to an agreement with the government and pled guilty to criminal information filed against him before Judge George Pratt in February 1981. Although the copyright infringement charge he was to plead guilty to was for *Saturday Night Fever*, Carroll settled a civil suit filed against him by CBS before he pled guilty. Jacobs followed by asking permission to change the charge to "Paul Simon's Greatest Hits, Etc." so Carroll could avoid a civil suit from RSO. This change was a separate agreement, not part of his original plea-bargaining arrangement.

Cash Transactions

Carroll testified that all of his dealings with Verner were undocumented and paid in cash, over $100,000. He refused to answer the question of whether he'd reported it to the IRS as income. He also stated that his firm, BCF Prod., is still operating, making legitimate product only of up to one million tapes a year.

Middleman Verner testified that he had bought and sold counterfeit 8-tracks and cassettes, beginning in 1977 when he purchased 28,000 counterfeit *Saturday Night Fever* cassettes from BCF and sold them to Scarlet Band Records and Collins. He stated that on several occasions he had delivered product to Collins in his station wagon, which they then delivered to the Goody warehouse in Maspeth, N.Y.

In July, after not getting paid by Collins for a shipment, he said he approached Sam Stolon directly and thereafter did business with him directly. All of the transactions were documented by invoices, receipts and packing slips, and paid by checks. On one occasion, he was introduced to Levy and on another was present when Sam Goody Sr. told Stolon not to do business with Scarlet Band Records. At no time, said Verner, did he ever tell Stolon the cassettes and 8-tracks were counterfeits, nor did Stolon ask him any questions.

Positive Identification

Verner later identified product taken from the Goody warehouse as items he bought from Carroll. Just prior to Carroll's plant being raided by the FBI, he emptied out all of his materials and some of these were later stored by Verner in a warehouse he owned. In January 1980, Verner agreed to cooperate with the government, although he previously testified before a grand jury under "use immunity." Once he had immunity, he had a number of meetings with the FBI but couldn't remember if notes were taken. On cross-examination, Stolon attorney Gold asked if anyone had told him "watch out for Gold when he starts asking about notes."

Gold introduced into evidence a "certificate of non-existence of records" from the Immigration and Naturalization Service (INS) that indicated that they had no record of his having entered the country legally, and it was brought out that although Verner, a Canadian citizen, had been entering the U.S. since the 1960s, he had never applied for a visa, and in 1973 and again in 1979, the Immigration service tried to have him deported and his home was visited by inspectors who checked his business and tax records and found a bounced check he'd used to pay taxes on his Long Island house in 1979. He is currently in the country under a statute that permits aliens to stay in the U.S. if their testimony is needed in a criminal case.

Verner stated that he had had meetings with RIAA attorney Joel Schoenfeld and had offered to cooperate with record company investigations into counterfeiting. He later met with attorneys for RSO, PolyGram, RCA and CBS.

Verner also stated that he had made over $300,000 from counterfeit operations, although he didn't report the money as income and bought a house, car, yacht, and two marinas. Under cross examination, he stated that he had never been told that the record companies wanted to know that he'd sold counterfeits to Goody so they could file civil suits against the chain. Holmes asked him, "Are you aware that if Goody is acquitted, they may turn around and sue you?"

Michael Aaronson, an employee of Pickwick who serves as Goody's vice president of operations, explained his job began in 1978 as the reorganization of Goody's financial systems following the chain's acquisition by American Can so that monthly financial reports could be filed. He described Stolon as "basically involved in buying cutouts, special promotional product and overruns. He was asked about a meeting he had with American Can employee Bill Cunningham regarding hand-drawn checks in which he identified one transaction that he believed was with Verner.

However, he never met Verner, but stated that he was once introduced by Stolon to Collins (although he didn't remember his name) when Collins appeared to get a check payable to him on an invoice in the name of Scarlet Band.

New Mechanical Royalty Rate Topic Of Gortikov's Speech

by Jennifer Bohler

NASHVILLE — In a direct, no nonsense speech, Stanley Gortikov, president of the Recording Industry Assn. of America (RIAA), addressed a meeting of Nashville music industry representatives, including a number of publishers and songwriters, on the December ruling of the Copyright Royalty Tribunal (CRT) to increase the mechanical royalty rate from 2¾ cents to four cents per tune (**Cash Box**, Dec. 27, 1980 and Jan. 10, 1981).

The March 10 gathering was part of the ongoing series of educational luncheons sponsored by the Nashville chapter of the National Academy of Recording Arts and Sciences (NARAS), and was thus far the most well-attended, and perhaps the most controversial.

From the conference room of the Maxwell House Hotel here, Gortikov, who represented the interests of record companies during the nine months of CRT hearings, directed his 40-minute speech at the possible shortcomings and pitfalls of the CRT ruling and the possible adverse effects it could have on the record companies specifically, and the industry overall.

Nodding to the number of publishers in attendance, Gortikov said he felt like "a combination of Typhoid Mary and Darth Vader," but nonetheless proceeded to outline his speculation on the impact the royalty increase might have.

One of the most important outcomes of the increased royalty rate could be an increase in the retail prices of record albums to cover the cost of the increased royalty rate, which would in turn trigger an increase in the royalty rate, which would then trigger another increase in retail prices and so on. The "vicious circle syndrome," he said, results from the CRT ruling that royalty rates may be increased every Jan. 1 hereafter, beginning Jan. 1, 1982. This rate adjustment procedure calls for averaging list prices on albums for 12 months, ending October 1980, and then for every 12 month period thereafter, he said, and the royalty rate may be adjusted accordingly.

Rising Prices Imminent

Taking these possible rate increases into consideration, he said record companies could be dishing out an additional $55 million a year above present outlays. Gortikov further outlined a six and a half year period that would see these additional expenditures increase to $150.5 million by 1987, if list prices increased on the average of 7.5% annually, as estimated by music publishers themselves.

One of his chief fears, he said, is that ultimately the consumer will either buy fewer records because of the increase in prices or worse still, stop buying altogether, and start taping more, which Gortikov labelled the "ultimate risk for us all — record companies, artists, publishers, composers, wholesalers and retailers."

Gortikov also said that the increase in the royalty rate could result in artists losing some of the creative control over their albums, which, out of economic necessity, would revert to the record companies, and that possibly fewer tunes would be in-

(continued on page 26)

Bar Coding Session Is Set For NARM Confab

LOS ANGELES — National Assn. of Recording Merchandisers (NARM) members and bar coding experts met in New York March 9 to finalize plans for the 1981 NARM Convention seminar, "UPC/Bar Coding: Its Challenges, Opportunities and Issues." The session, which will be held April 14 in Hollywood, Fla., will examine the cost efficient uses of bar coding systems that are already being utilized, as well as the possibilities for future uses.

George Goldberg, editor of *Scanning, Coding & Automation Newsletter*, will begin the seminar program with an overview of the history of bar coding, with a look at its development in the food industry and subsequent adoption by the health and beauty aid, as well as periodical and paperback, industries.

Shelley Harrison, president of Symbol Technologies, will also speak at the session, reviewing the printing and scanning hardware picture. Taking the retailer's viewpoint, Sandra Rutledge, vice president of administrative services for the Record Bar chain and a member of the NARM Operations committee, will discuss the applications of bar coding at the store level and its implications, particularly in the area of inventory management and control.

Speaking from the manufacturer's standpoint will be Richard Bruce, manager package engineering, CBS Records, who will outline the current uses of bar coding in processing returns, in addition to other warehouse and factory functions. Western Merchandisers executive vice president Bob Schneider, who is also a member of the NARM Operations committee, will address himself to the current problems in the area of industry bar coding, such as positioning of the bar code on tape packages, OCRA and placement on catalog product, which are as yet unsolved.

A question and answer session between attendees and members of the panel will follow the various speeches.

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Songwriter Fox Makes Transition To Performer

(continued from page 8)

don't see myself doing Las Vegas or places like that, but now and then, if the opportunity presents itself and I was asked to perform my songs, I think it would be great." In the meantime, Fox is currently working on a number of projects that are keeping him busier than ever.

Already completed is the theme song and score to the new television series, *Aloha Paradise*. The theme song, "Welcome to Paradise," which he wrote with Carol Bayer Sager, has been recorded by Steve Lawrence and will be released as a single.

Another project, and one that he will be performing live in Los Angeles in October, is "Masada," a classical work for symphony and chorus in honor of Isreal's Independence Day. Fox and his primary collaborator, Norman Gimbel, are also working on two theater projects. One is a dramatic musical for next year and the other is the music for Lee Thuna's *The 11th Commandment*.

Additionally, Fox will be working on three film scores this year, including *No Small Affair*, starring Sally Fields, and *Misdeal* starring John Hurd. The third, and the most interesting from the composer's standpoint, is a film based on the song "Killing Me Softly With His Song."

"This is truly one of the most gratifying projects for me," commented Fox. "The film will be a story about the song's theme. It's really quite a turnaround for me; usually I'm given a script and I come up with the music to fulfill the characters and round out a film so that the whole picture gells. Arnold Shulman, with whom I have worked with before, is writing the screenplay and the movie will be shot in Mexico City."

Interestingly, Roberta Flack's version of "Killing Me Softly," which earned her, Fox and Gimbel Grammy Awards for Best Song in 1973, was actually written in one day as the tenth song to finish up Lori Leiberman's debut album.

Studio Owner

Aside from what seems to be an endless number of projects, Fox is also a partner with Artie Butler in Evergreen Recording Studios, which Fox says was born from a unique concept. "I was doing so much work for television and film scores, that Evergreen really grew out of my own feeling of what a studio should be," recalled Fox. "Most film studios are simply not maintained well and they are not very contemporary. Evergreen has the proper facilities for recording film scores, which regular studios do not have, and it can also accommodate regular recording by a group, which film studios cannot."

Fox finds it difficult to single out any one project as his most satisfying. "Every project is gratifying at the moment," Fox says. "But in general, I would have to say the real gratification and motivation comes from affecting other people, whether it is with a song or a motion picture score.

"It's wonderful to know that I can express myself with music and move people all over the world, no matter what language they speak," Fox continued. "Music is most definitely the one single language that transcends all people."

Crescent Records And Publishing Arm Open

LOS ANGELES — Crescent Records, Inc., a music production company formed by James R. Halper, has opened offices here, along with its publishing division, Country Moon Publishing, Inc. The address is 324 S. Crescent Drive, Beverly Hills, Calif. 90212. The telephone number is (213) 553-8024.

NMPA AWARDS — *NMPA president Leonard Feist (l) was joined by Oscar-winning composers Sammy Fain (c) and Bronislaw Kaper (r) during the second annual NMPA Song Awards at the Beverly Hilton Hotel in Beverly Hills March 10.*

'The Rose' Gets Song Of The Year Prize From NMPA

LOS ANGELES — National Music Publisher's Assn. (NMPA) honors for song of the year went to Amanda McBroom's "The Rose," from the film starring Bette Midler, during the NMPA board-sponsored reception and award ceremonies at the Beverly Hilton Hotel recently. The McBroom song was also voted movie song of the year.

Writers and publishers in the categories of R&B, country, pop, easy listening, Latin and gospel music were also honored during the event, which attracted NMPA members and record executives from New York, Atlanta, Nashville, San Francisco and other cities.

The association also awarded "The Colors Of My Life," with music by Cy Coleman and lyrics by Michael Stewart, from the stage hit *Barnum*, 1980's Broadway song of the year.

In other awards, Barry and Robin Gibb won the easy listening category with "Woman In Love," co-published by the Stigwood Organization and Unichappell Music; R&B song of the year honors went to Rod Temperton's "Give Me The Night," on Rodsongs Music; Lionel Ritchie, Jr. won the pop song of the year honors for his "Lady" composition.

Country song of the year went to "Looking For Love," which was co-written by Wanda Mallett, Patti Ryan and Bob Morrison for Southern Nights Music. "No Me Lo Digan," written by Bobby Capo, for Peer International Corp., won Latin song of the year; and gospel song of the year honors were bestowed on Stuart K. Hines for his "How Great Thou Art," published by Manna Music Inc.

RCA Chairman Sees 1st Quarter Profit Decline

(continued from page 6)

RCA's sales rose to $8.0 billion, with a net profit of $315.3 million in 1980, from $7.5 billion in sales and a $283.8 million net profit in 1979.

The annual report also revealed that RCA Records returned to profitability in 1980, with a slight increase in worldwide sales volume. In citing the particularly strong gains made by the company's domestic sales operations, the report singled out strong showings in RCA's black, country and classical music activities and a stringent merchandise-returns policy initiated early in the year.

Foreign earnings, the report noted, had decreased substantially despite a moderate sales increase.

Both revenues and earnings from RCA's record and tape club declined during 1980.

Rabbitt Garners Gold

LOS ANGELES — "I Love A Rainy Night," the current single by Elektra/Asylum recording artist Eddie Rabbitt, has been certified gold by the RIAA.

WESTWORDS — Look for Geffen Records to sign **The Cars** big wheel, **Ric Ocasek**, to a solo recording contract, and to pick up "Mr. Trans Am" himself, **Sammy Hagar . . . The Knack** will fittingly play The Starwood on April Fools Day . . . The new **Joe Walsh** LP is entitled "What's A Guy Like Me Doing In A Dump Like This," and it will be out May 1 . . . **Todd Rundgren** will produce the next **New England** album for E/A . . . Because of the success of "You Better You Bet," which was the top debut on the **Cash Box** pop singles chart at #59 bullet this week, **The Who's** "Face Dances" LP is being rush released this week . . . Island will be domestically releasing "The Secret Policeman's Ball," in April. The album, a live effort recorded at an Amnesty International benefit in London, features **Tom Robinson, Neil Innes, John Williams** and **Pete Townshend** doing brilliant acoustic versions of "Drowned," "Pinball Wizard" and "Won't Get Fooled Again" . . . **David Lindley's** solo debut, "El Rayo X (The X-Ray)," is set for a mid-April release . . . Look for two **Bill Szymczyk** projects (solo debuts by **Jefferson Starship's Mickey Thomas** and Joe Walsh cohort **Joe Vitale**) to be in the stores by fall.

PLAYBOY'S ANNUAL POLL (?) — *Playboy* has always had a reputation as a hip magazine read by hip people, but every April readers show just how musically staid they are with the annual *Playboy* Music Poll. This year's results are just as laughable as ever, with many artists, who haven't put out albums in years, still rating high in certain categories. The R&B and Jazz categories were amusing (see *Rhythm Section* for an analysis), but the pop area also showed major faux pas in fandom. First off, we can't fault the readers for naming **Eric Clapton** top guitarist this year since he has released two respectable albums of late. But thinking back, Clapton has had a permanent resting place in that category (even during years with no product) since we first snuck into our fathers' dresser to take a peak at the centerfold. Clapton is a classic example of *Playboy's* readership falling asleep when it comes to music, but **Linda Ronstadt** is also a good case in point. The first lady of Malibu was named top female vocalist in the Country-And-Western genre in a year that she spent between the new wave stylings (her "Mad Love" LP) and Broadway (**Gilbert & Sullivan's** *Pirates Of Penzance*). In the main event categories (top pop male, female vocalist, etc.), the results bear a striking resemblance to this year's Grammys, proving that *Playboy's* readers are about as hip to modern sound as a NARAS nominating committee. Poor showing gang . . . We thought results would be decidedly different among the college crowd who read *Ampersand*, the monthly magazine that serves as an insert to many college newspapers. But, according to the publication's 1980 readers poll in the March issue, they keep a pretty tight Top 40 playlist there also. The youngsters do prove that they love the "Boss" though, as **Bruce Springsteen** and his **E Street Band** won virtually every pop award a male could garner — best concert, best group, best single, best album and best recording artist. It was nice to see **Pete Townshend's** "Empty Glass" listed in the Top Five of the best rock album category, along with sales heavies like **Billy Joel** and **Pink Floyd**, and equally comforting to see such new rock innovators as **Talking Heads** and **The Clash** holding their own with Springsteen and **REO** in the tops of best group. However, the majority of the reader's poll tally was pretty predictable, as **Michael Jackson** copped the top award for Soul Album, **Pat Benatar** picked up the best female recording artist honors and *Urban Cowboy* galloped off with the Best C&W album. And we thought today's students were marching to a different drummer.

STILL BLOWIN' STRONG — *Dave Cavanaugh, Capitol Records vice president of A&R, special projects, was presented with a Selmar tenor saxophone for 30 years of service with the label at a surprise luncheon held recently in his honor.*

BEATLES CONFAB — Outside of a yearly function put on by an East Coast promoter, L.A. has never really had its own **Beatles** fest. But, at presstime, that great void was about to be filled as the first Los Angeles Beatles Convention was scheduled for March 14-15 at the Camino Real Entertainment Center, 18218 Oak St. (at Washington Blvd.) More than 30 exhibitors, featuring every form of Fab Four paraphernalia known to man, had booths booked. But free enterprise wasn't the whole focus for this event dedicated to the Liverpool legend. The Southern California Coalition for Handgun Control was scheduled to hold a seminar March 14 at 2 p.m., and KLOS' own **B. Mitchell Reed** was set to reflect on his Beatles remembrances at 7 p.m. **The Finders** (A Beatles tribute band that recently played *Let It be* fashion atop an L.A. roof as a convention primer for the press), rockabilly band **Jimmy & The Black Slacks** and PolyGram artist **Richard Fagan** were to highlight the weekend's entertainment. But dozens of Beatles videos, movies and seminars were, most likely, the drawing card for the more than 2,000 people who had already purchased tickets. The convention, which hopefully will become an annual event, is produced by Doubleheart Prods., a nonprofessional group of Beatles fans.

SAN FRAN UPDATE — We were pleased to see Solid Smoke/War Bride put out a nifty compilation LP devoted to Bay Area wave music in "Rising Stars" of San Francisco. Now, the album that featured tracks by The **Readymades, Eye Protection** and **Fun Aad-dicts** has a cousin, "Live At Rock City," on the Walking Dead label. The new artists package features songs by **The Dick Heads** and The **TuTones . . . The Dead Kennedys** are back in at Mobius Studios. The band has a new drummer called **Darin Speedboy** and is recording a single called "Too Drunk To F..." **Jello Biafra** calls the song the band's only token pop tune because "all of America can relate to it" . . . **The Offs**, one of San Francisco's first great reggae rock bands, is all smiles these days. The group has landed the opening spot on **Steel Pulse's** upcoming North American tour . . . **Howie Klein's** 415 label is about to release its best work yet in **Romeo Void's** "It's A Condition." The album ships March 16 . . . Bay favorites **The Tazmanian Devils** will have a new LP, "Broadway Hi-Life," released April 29 on Warner Bros. The cover was fittingly shot on Broadway St. in S.F.

WESTWARD HO! — The West Coast played host to some Nashville luminaries over the weekend when RCA participated in the first anniversary celebration of San Diego's Mustang Club. Now one of the premiere country clubs south of L.A.'s Palomino, the Mustang hosted RCA Nashville executives **Jerry Bradley, Joe Galante** and **Wayne Edwards**, as well as L.A.-based promo rep **Carson Schreiber**. The RCA contingent was in town to view the anniversary party show that featured three of its most promising new country acts — **Sylvia, Dean Dillon** and **Steve Wariner**.

marc cetner

TOP 40 ALBUMS

		Weeks On Chart	3/14
1	**WINELIGHT** GROVER WASHINGTON, JR. (Elektra 6E-305)	19	1
2	**MAGIC** TOM BROWNE (GRP/Arista 5503)	5	4
3	**VOICES IN THE RAIN** JOE SAMPLE (MCA 5172)	7	2
4	**ALL AROUND THE TOWN** BOB JAMES (Tappan Zee/Columbia C2X 36786)	5	3
5	**LATE NIGHT GUITAR** EARL KLUGH (Liberty LT-1079)	16	5
6	**NIGHT PASSAGE** WEATHER REPORT (ARC/Columbia JC 36793)	15	6
7	**CARNAVAL** SPYRO GYRA (MCA 5149)	21	7
8	**MOUNTAIN DANCE** DAVE GRUSIN (GRP/Arista 5010)	3	11
9	**INHERIT THE WIND** WILTON FELDER (MCA 5144)	22	8
10	**GIVE ME THE NIGHT** GEORGE BENSON (Qwest/Warner Bros. HS 3453)	33	9
11	**CIVILIZED EVIL** JEAN-LUC PONTY (Atlantic SD 16020)	23	10
12	**FAMILY** HUBERT LAWS (Columbia JC 36396)	24	12
13	**IT'S JUST THE WAY I FEEL** GENE DUNLAP featuring THE RIDGEWAYS (Capitol ST-12130)	6	15
14	**MR. HANDS** HERBIE HANCOCK (Columbia JC 36578)	18	14
15	**THIS TIME** AL JARREAU (Warner Bros. BSK 3434)	40	13
16	**'NARD** BERNARD WRIGHT (GRP/Arista 5011)	4	26
17	**ODORI** HIROSHIMA (Arista AL 9540)	18	16
18	**SAVANNA HOT-LINE** NATIVE SON (MCA-5157)	6	18
19	**TOUCH OF SILK** ERIC GALE (Columbia JC 36570)	23	19
20	**GOTHAM CITY** DEXTER GORDON (Columbia JC 36853)	7	21
21	**80/81** PAT METHENY (ECM 2-1180)	20	20
22	**SEAWIND** (A&M SP-4824)	24	24
23	**THE HOT SHOT** DAN SIEGEL (Inner City IC 1111)	9	24
24	**REAL EYES** GIL SCOTT-HERON (Arista AL 9540)	14	17
25	**YOU MUST BELIEVE IN SPRING** BILL EVANS (Warner Bros. HS 3504)	4	26
26	**TWENNYNINE with LENNY WHITE** (Elektra 6E-304)	20	25
27	**4 X 4** McCOY TYNER (Milestone 55077)	15	27
28	**RODNEY FRANKLIN** (Columbia JC 36747)	18	28
29	**BY ALL MEANS** ALPHONSE MOUZON (Pausa 7087)	1	—
30	**LOVE APPROACH** TOM BROWNE (GRP/Arista 5008)	36	29
31	**MAGNIFICENT MADNESS** JOHN KLEMMER (Elektra 6E-284)	33	30
32	**DIRECTIONS** MILES DAVIS (Columbia KC2 36472)	1	—
33	**NIGHT SONG** AHMAD JAMAL (Motown M7-945RA)	17	32
34	**OUTUBRO** AZYMUTH (Milestone M-9097)	13	33
35	**IN CONCERT, ZURICH OCTOBER 28, 1979** CHICK COREA and GARY BURTON (ECM-2-1182)	15	31
36	**LAND OF THE THIRD EYE** DAVE VALENTIN (GRP/Arista 5009)	26	34
37	**RHAPSODY AND BLUES** THE CRUSADERS (MCA 5124)	38	36
38	**VICTORY** NARADA MICHAEL WALDEN (Atlantic SD 19279)	22	35
39	**SIDE BY SIDE** RICHIE COLE with PHIL WOODS (Muse MR 5237)	2	40
40	**HOW'S EVERYTHING** SADAO WATANABE (Columbia C2X 36818)	26	39

National Jazz Airplay

Heavy Rotation

Dexter Gordon	Gotham City	Columbia
Bill Evans	You Must Believe in Spring	Warner Bros.
J.J. Johnson	Concepts in Blue	Pablo
McCoy Tyner	4 Times 4	Milestone
Jeff Tyzik	Prophecy	Prophecy
Dan Seigel	Hot Shot	Inner City
Matrix	Harvest	Pablo

Moderate Rotation

Chico Freeman	Peaceful Heart, Gentle Spirit	Contemporary
Joe Farrell	Farrell's Inferno	Jazz a la Carte
Full Faith & Credit	Debut	Palo Alto
Joe Sample	Voices in the Rain	MCA
John Stubblefield	Midnight Sun	Sutra
Andre Previn	A Different Kind of Blues	Angel
Harry Leahey	Still Waters	Omnisound

Light Rotation

Muhal Richard Abrams	Mama & Daddy	Black Saint
Cal Tjader	Gozame Pero Ya	Concord
Lorne Lofsky	It Could Happen To You	Pablo
Garbarek/Haden/Gismonti	Folk Songs	ECM
James Newton	The Mystery School	India Navigation
Jane Ira Bloom	Second Wind	Outline Records
Stone Alliance	Heads Up	PM

Compiled from the following playlists:
KCRW/Los Angeles, KLCC/Eugene, KMCR/Mesa, KUHF/Houston, KCMW/Warrensburg, WUWM/Milwaukee, WEMU/Ypsilanti, WBFO/Buffalo, WBUR/Boston, WBGO/Newark.

New adds:
Milt Jackson/Night Mist/Pablo • Richie Cole/Side By Side/Muse • Skyline/Before The Dawn/Accord • Rufus Reid/Perpetual Stroll/Theresa • Miles Davis/Directions/Columbia • Mingus Dynasty/Live At Montreux/Atlantic • Joe Henderson/Relaxin' At Camarillo/Contemporary

ON JAZZ

GOIN' DUTCH — The schedule for the Northsea Jazz Festival, the annual extravaganza held at the Congress Centre of The Hague in Holland, has been announced. While not all acts have been firmed and a few slots remain open, the three-day festival will commence on July 10, and over 600 musicians will perform. With expanded facilities enabling eight acts to play simultaneously, additional space will also be alloted for film and video shows as well as for exhibitions and a jazz shopping center. Among the artists set to appear are: **Lionel Hampton's All Star Big Band, Sarah Vaughan, Dizzy Gillespie, Milt Jackson, Illinois Jacquet, Dexter Gordon, Eddie Palmieri, Ray Barretto, Albert King, Teddy Wilson, Stan Getz, Buddy Tate, Buck Hill, McCoy Tyner, The Martial Solal Big Band, Blood Ulmer, James Newton, Sun Ra, Woody Shaw, Herbie Hancock, Albert Collins, M'Boom, Red Rodney/Ira Sullivan, Chick Corea, Muddy Waters** and the **Buckwheat Zydeco Band.** Detailed information is available by writing to the Northsea Jazz Festival '81, P.O. Box 87840, 2508 DE The Hague, Holland. The telephone number is (70) 50.16.04; telex is 32412.

HANCOCK ON THE BOX — Columbia recording artist Herbie Hancock recently made his acting debut on CBS-TV's Concrete Cowboys. *Hancock (l) is pictured with the show's star Jerry Reed.*

MEANWHILE, BACK IN THE CITY — Coming off an Australian tour with his "From the Roots to the Source" gospel group, trumpeter **Lester Bowie** took a trio consisting of drummer **Phillip Wilson** and keyboardist **Amina Claudine Meyers** to the Brooklyn campus of Pratt Institute as part of a program co-sponsored by New York State's Division for Youth and the New York City Youth Board. Additional funds from Meet the Composer enabled the concert to be opened to the general public. Speaking of the general public, **Joseph Papp's** Public Theater will resume its "Jazz at the Public" series on April 3 and 4 with a family get-together featuring **Chico** and **Von Freeman.** The father-and-son saxophone team will be backed by pianist **Kenny Baron,** bassist **Cecil McBee** and drummer **Jack DeJohnette** . . . Piano giant **Cecil Taylor** will make his first New York appearance in over a year on March 20 with a solo performance at Town Hall . . . Look for a June concert featuring **Max Roach's M'Boom Ensemble** and **The World Saxophone Quartet** performing together as one unit . . . Another confluence of New York's club and radio scene begins March 31 when Newark's WBGO and New York club Fat Tuesday's launch a six-segment pilot for an independent broadcast hook-up. Working with seed money from the Satellite Program Development Fund, the premiere program will feature **McCoy Tyner** and air on over 25 independent stations from 11:30 p.m. to 1:00 a.m. Subsequent broadcasts will include **Joe Pass** on April 7; **Art Pepper** on April 14; **Steve Kuhn** and **Sheila Jordan** on April 21; **Esther Phillips** on April 28; and **Milt Jackson** on May 5. The station is looking for corporate sponsorship for further concert broadcasts . . . On April 12, the Bravo Cable Network will broadcast excerpts from the recent "One Night Stand" concerts sponsored by Columbia records in New York and Los Angeles. True to its word, Columbia is throwing everything it's got into cross-marketing this one, with simultaneous issues of a two-record concert LP and video cassette hitting the street on March 26. Sixty-second radio spots on progressive and jazz stations: national, local, alternative and college print ads; and six-cut promo samplers and video excerpts for radio and retail promotion will be unleashed from Columbia Record's promotional arsenal, and CBS video will be conducting its own campaign in support of the video cassette. Among the 16 artists included in the package are **Herbie Hancock, Rodney Franklin, Euble Blake** and **George Duke.**

RECORDS RECORDS RECORDS — Columbia and Fantasy/Prestige have gotten new $5.98 mid-lines into the stores. For Columbia, the records are additions to the Jazz Odyssey series, and include "Salute To The Flute" by **Herbie Mann;** "Choice" by **Bill**

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JAZZ ALBUM PICKS

DIRECTIONS — Miles Davis — Columbia KC2 36472 — Producers: Jim Fishel, Joe McEwen and Stan Tonkel — List: 13.98

Miles in the sixties. Joe Beck, Frank Butler, Ron Carter, Paul Chambers, Jimmy Cobb, Billy Cobham, George Coleman, Chick Corea, Jack DeJohnette, Gil Evans, Victor Feldman, Steve Grossman, Herbie Hancock, Dave Holland, Keith Jarrett, Elvin Jones, Wyn Kelly, Bennie Maupin, John McLaughlin, Hank Mobley, Airto Moreira, Wayne Shorter, Buster Williams, Tony Williams, and Joe Zawinul. And the music ain't bad either.

LIVE UNDER THE SKY — V.S.O.P — CBS Mastersound 12C 36770 — Producer: David Rubinson — List: 29.98 — Bar Coded

Any VSOP Quintet recording is a welcome addition, but the chance to hear the all-star band on this Mastersound digital recording is indeed a treat. This group's playing justifies the extravagant price tag that the digital process requires, with plenty of fine playing by all involved, and a nice balance of solo space alloted to each player. Saxophonist Wayne Shorter is a particular standout here, but the album as a whole suffers no lulls.

KABSHA — Idris Muhammad — Theresa TR 110 — Producers: Idris Muhammad and Allen G. Pittman — List: 8.98

Idris Muhammad's drum chops come to the fore here as he pits himself head-to-head with saxophonists George Coleman and Pharoah Sanders. Bassist Ray Drummond lends the support and continuity that enables all three to follow their ears. California-based Theresa Records again proves itself as a label able to extract fine performances from its artists.

Joint Audio/Video Sessions To Highlight 11th ITA Seminar

(continued from page 5)

derscores the "diverse nature" of the trade group's membership, which continues to expand in response to the needs of the home entertainment market.

Wider Horizons

"I think you can see by the fact that the speakers here will be covering some 40 different topics during the various sessions just how complex the audio/video industry has become, with the opening of new markets, the continuing introduction of new technologies and the legal ramifications," Brief pointed out. "But these are all components of our industry and must be addressed."

The "significantly large" number of new ITA Golden Video-cassette awards, which will be handed out at a special presentation ceremony March 17, is, in Brief's words, "symbolic of how the market for pre-recorded video software has grown, as well as the business in general." He added that 11 awards had already been given out in 1980, and the number this year is expected to be "substantially larger."

However, the wide-ranging scope of the seminar will allow attendees to take a look beyond the present state of audio/video. The future of the home video industry, in particular, will be explored during the first of two combined audio/video sessions the morning of March 17, as representatives of Magnavox, N.V. Philips, RCA, Sharp and Panasonic will address themselves to the topic of "Looking At The Future of The VCR." The most provocative topic during the session, though, is expected to be "Obsoleting The VCR and Disc Systems/Future Technologies," with Dave Lachenbruch, editorial director and vice president, *Television Digest*, speaking.

Rental Debate

Back-to-back sessions March 18 on the controversial issue of rentals within the home video industry are guaranteed to stir further debate. A decidedly pro-rental stance will be taken by Jim Jimirro, president of Walt Disney Telecommunications, during the topic "Taking The 'Versus' Out Of Sales vs. Rentals."

An address by Jack Valenti, president of the Motion Picture Assn. of America (MPAA), on the international direction of home video during the opening session March 18 is also expected to attract considerable attention. Valenti's topic, "A Scrambling And Unquiet Time," will concern itself with the various problems and conflicts presently existing between media delivery services — including pay and cable TV, videodisc and cassette — and the motion picture studios themselves. Video piracy is also expected to be touched on, as well as domestic and international licensing and program rights, during the session. Further discussion of such topics as clearances, royalties and union payments in the home video industry will be delved into during the combined workshop March 18, entitled "Know Your Video 'Rights.'" Panelists representing each of the major world markets are scheduled to attend and field questions.

PolyGram Video division president W.L. Zalsman will follow Valenti March 18 with an overview of the rapidly growing European video market, while individual sessions will be devoted to such special markets as religious/spoken word on March 16.

Special interest areas will be focused upon during the March 18 audio workshops as well, including the children's and medical markets.

As part of ITA's "greater coverage" of the increasingly important relationship between audio and video, Murray Allen, president of the Society of Professional Audio Recording Studios (SPARS) as well as Universal Recording Corp., will present a non-technical discussion of the marriage between the two during the March 17 com-

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ITA Slates European Seminar For Oct. 10-12

LOS ANGELES — ITA's first European Home Video Seminar has been rescheduled for Oct. 10-12 at the Palm Beach Club in Cannes, France. The seminar will be running concurrently with VIDCOM '81, which takes place Oct. 9-13.

Bernard Chevry, comissaire-general of VIDCOM, has offered the full cooperation of his organization to ITA for its seminar, which will be programmed and structured similiarly to the trade group's annual domestic events. European facilities that will be offered by the ITA included French, German, Italian and English translations of all sessions, to be shown throughout the conference on a large screen projector.

A program of 15 key executives from U.S. ITA member companies, 15 European executives, and additional executives from around the world, will be featured. Seminar workshops will conclude at 3:00 p.m. each day to allow attendees to travel to the nearby Palais des Festival, where more than 300 exhibitors will be displaying home video products in conjunction with VIDCOM '81.

Attendance is limited to no more than 350 for the event. For registration information in Europe, contact Jack van Leewen, ITA Europe, Merkelbach Laan 2, 5624 KR, Eindhoven, The Netherlands. The telephone number is 040-433679. In the U.S., contact ITA's office at 10 West 66th Street, N.Y., N.Y. 10023 or telephone (212) 787-0910.

ITA Announces 12 New Member Firms In '81

LOS ANGELES — A total of 12 companies have joined the International Tape/Disc Assn. (ITA) as members since the beginning of 1981. Among the new member companies are Associated Merchandising Corp.; Karl Video Corp.; Mission Plastics South, Inc.; NBC Enterprises, Inc.; Rainbow Prod.; Trans American Video (TAV) of Nevada; U.S. Pioneer Electronics Corp.; VHD Programs, Inc.; The Vidtronics Co., Inc. and Warner Home Video, Inc.

A total of 32 new members joined the organization during 1980, bringing the total number of ITA members to well over 450. In reviewing the growth in membership, Henry Brief, executive vice president of the ITA, stated, "Many of our members have been with us since our inception, but the industries we serve have grown and changed and developed so rapidly that we are constantly getting an influx of new members. We welcome each and every one and thank our charter members for working with us on a regular basis all these years."

Mag Video Garners 5 New ITA Gold Awards

LOS ANGELES — Magnetic Video, Farmington Hills, Mich.-based subsidiary of 20th Century-Fox Film Corp., has earned five new ITA Golden Videocassette awards, bringing the total number of ITA gold certified awards up to 14 for the company.

The latest titles to be honored include *The Stunt Man, 9 To 5, The Longest Day, African Queen* and *What You Are Is Where You Were When*, with noted psychologist Dr. Morris Massey. According to Magnetic Video. *What You Are Is Where You Were When,* a motivational self-help program, is the first "library" videocassette to achieve sales of $1 million.

THE 11th ANNUAL ITA SEMINAR

"AUDIO/VIDEO UPDATE - 1981"

HOME VIDEO WORKSHOPS

March 16

9:00 a.m. — Opening Address
"DEREGULATION IN THE '80s"
Abraham A. Ribicoff, Esq. Former Senator

Morning Workshop

Chairman: — Roger Sammon, ICI Americas Inc.
Moderator: — Nick Denton, *Reader's Digest*

Session 1
"A PERSPECTIVE ON HOME VIDEO/CONSUMER RESEARCH"
Andrew Kohut, Gallup Organization

Session 2
"THE BULL MARKET IN HOME VIDEO"
Ted Anderson, Argus Research

Session 3
"PROGRAMMING TRENDS/THE INTERACTIVE VIDEODISC FOR THE CONSUMER MARKET"
Jim Fiedler, president, MCA DiscoVision

Session 4
"SALES PATTERNS/PAST, PRESENT & FUTURE"
Harvey Seslowsky, president, National Video Clearinghouse

Session 5
"VIDEOTAPED INTERVIEWS WITH USERS/THEIR VIEWS OF ALL COMPETING ENTERTAINMENT DELIVERY SYSTEMS"
Bob Pfannkuch, president, Video Group, Bell & Howell

Afternoon Workshop

1:30 p.m.
Chairman: — George Ricci, Columbia Pictures Videocassette
Moderator: — William Madden, 3M Co.

Session 6
"BRINGING THE MAGIC HOME"
Herbert Schlosser, RCA SelectaVision VideoDisc

Session 7
"LEGAL PROBLEMS AND OPPORTUNITIES IN THE HOME AND INSTITUTIONAL MARKETING OF PROGRAMMING"
Ken Winslow, Winslow Assoc.

Session 8
"A NEW, LIGHTWEIGHT 'HEAVYWEIGHT' FORMAT/ITS EFFECT ON OUR INDUSTRY"
Jack Minor, Technicolor Audio-Visual Systems

Session 9
"THE INTERACTIVE/HOME VIDEO AND INDUSTRIAL (a joint presentation)"
Nicholas V. Iuppa, Bank Of America NT&SA
J. Philip Stack, Sony Video Products

Session 10
"NEW DEVELOPMENTS IN TELECOMMUNICATIONS"
Joe Roizen, president, Telegen

March 17

9:00 a.m. — Opening Address
"THE WORLDWIDE VIDEO MARKET"
K.T. Tsunoda, Sony Video Products
Ken Tamtya, Sony Corp. of America

Combined Session

Chairman: — Sam Burger, CBS Records, president, ITA
Moderator: — Alfred Markin, Video Corp.of America

Session 11
"THE BIRTH AND LIFE OF THE PRE-RECORDED VIDEOCASSETTE"
Al Eicher, Magnetic Video Corp.

Session 12
"SOUND FOR VIDEO/A MARRIAGE MADE ON TAPE (a non-technical discussion about audio for video)"
Murray Allen, Universal Recording Corp.

Session 13
"LOOKING AT THE FUTURE OF THE VCR"
Key executives from JVC, Magnavox, Panasonic, Quasar, RCA, Sharp and Sony

Session 14
"SOFTWARE PUBLISHING OPPORTUNITIES/HOME VIDEO AND INDUSTRIAL"
Steven Poe, Ardev Co.

Session 15
"OBSOLETING THE VCR AND DISC SYSTEMS/FUTURE TECHNOLOGIES"
Dave Lachenbruch, *Television Digest*

March 18
Morning Workshop

9:00 a.m.
Chairman: — Dick Buckley, DuPont
Moderator: — James Ringwood, Maxell Corp. of America

Session 16
"OVERALL VIEW OF THE EUROPEAN MARKET"
W.L. (Pim) Zalsman, PolyGram Video

(agenda continued on page 18)

A work of art should be rewarded with another work of art.

Introducing the Scotty Award.

The Scotty Award is an original oil portrait commissioned for each of the best recording artists in the business. It's a work of art as unique as the honor it represents. And it represents quite an honor.

Just to qualify, you have to master on Scotch® Recording Tape and achieve RIAA gold or platinum status. Even then, only a select few will be chosen.

But these select few will not be the only ones who win. A $5000 music scholarship will be awarded by 3M to a promising new artist chosen by the Best of Show winner. An additional $1000 will be awarded by 3M to the Muscular Dystrophy Foundation in the name of each winning artist. And $100 will be awarded to Muscular Dystrophy for each qualified nomination.

Who will the first Scotty Award winners be? That's up to you. We're now accepting nominations for recordings that reached gold or platinum status during 1980.

So contact your 3M Field Representative for details and nomination forms. Help the fortunate, and the less fortunate, win a Scotty Award.

Scotch Recording Tape

Magnetic A/V Products Division

"Scotch" is a registered trademark of 3M.

3M Hears You.

3M

ITA '81 Begins

(continued from page 16)

bined session. During the talk, Allen will analyze the direction of audio technology for video and the present diversification of recording studios into the area of sound for video.

New Technology

Noise reduction techniques and their applications in the production of audio for video will be covered during the morning audio session on "State of the Art" technologies March 18. Jerome Ruzicka, vice president of marketing for dbx, Inc., will talk on the topic "Breaking The Noise Barrier In Audio and Video Sound," followed by a metal tape update from John Dale, vice president and general manager of Fuji Photo Film USA, Inc.

In addition to Chancellor, Mike Wallace of CBS-TV's *60 Minutes* news program is slated to speak on the topic "The Press: Credible or Incredible?," while former Senator Abraham Ribicoff will cover "Deregulation In The '80s" in the opening general session March 16.

Other highlights of the seminar include an open press conference the morning of March 17, during which Bob Whitehouse, general manager of TV/VTR for Sharp Electronics, will announce the company's selection of a videodisc format.

Hospitality suites will be hosted at the Diplomat by approximately 30 ITA member companies, and ITA seminar executives have blocked off the afternoon of March 17 to allow attendees to visit the various suites. No workshops have been scheduled for that time period.

Magnetic Video Corp. will host the welcoming cocktail reception at 6:30 p.m. March 15, followed by an ITA dinner and calypso show. A gala banquet and show featuring Lionel Hampton and his All Star Orchestra will close the event at 8:00 p.m. March 18, preceded by an RCA-hosted closing cocktail reception.

Horowitz Named VP, Programming For Magnetic Video Corp.

LOS ANGELES — Seymour Horowitz has been named vice president of programming for Magnetic Video Corp., home video software subsidiary of 20th Century-Fox Film Corp. In his new post, Horowitz will be responsible for directing the development of new programming for the company, in addition to searching for new creative programming concepts.

A 30-year television programming veteran, Horowitz has served as the programming director of five ABC-owned and operated stations during the course of his career. He first took a programming directorship at KGO-TV in San Francisco in 1961. In the course of his San Francisco tenure, Horowitz served as president of the S.F. chapter of the Academy of Television Arts and Sciences in 1962-1963. He moved to WXYZ-TV in Detroit in 1967 to serve as program director.

From 1973 to 1978, Horowitz held the program director's position at WABC-TV in New York, later serving as vice president of programming for all the ABC-owned TV stations.

Horowitz will be based at Magnetic Video's Manhattan offices in New York. The firm is based in Farmington Hills, Mich.

Gould Steps Down As Video Corp. Chief Exec.

LOS ANGELES — George Gould, chairman of the board of the Video Corp. of America, has resigned his post as chief executive officer of the firm, effective June 30, 1981. Alfred Markim, current president and chief operating officer of VCA, will succeed Gould.

Gould, who will continue to serve as chairman of the board for the Video Corp. of America, cited personal circumstances, involving a family medical problem, as his reason for leaving.

After originally working with CBS Television as a producer/director, Gould left the network in 1957 to the first independent videotape production studio in the U.S. He formed the Video Corp. of America in 1968 and has served as its chief executive officer since its opening.

***GIVING OUT THE GOLD** — ITA executive vice president Henry Brief (l) was kept busy handing out Golden Videocassette awards in 1980, with 11 bestowed upon manufacturers like Columbia Pictures Home Entertainment for* Close Encounters of the Third Kind *— The Special Edition. Director of marketing Stephen Basloe accepted the award, which recognizes more than $1 million in audited sales.*

RIAA/VIDEO Hands Out Four Platinum, 18 Gold Awards

LOS ANGELES — The first four home video platinum awards have been certified by RIAA/VIDEO, signifying sales of at least 50,000 pre-recorded videocassettes and/or videodiscs with a retail list value of $2 million, in addition to 18 gold awards.

Magnetic Video Corp.'s *Alien* and *M*A*S*H*, as well as Warner Home Video's *Superman* and *10*, garnered platinum honors, while four companies shared in the gold awards, including MCA Videocassette Inc./MCA Videodisc Inc., which took the first six combined videocassette/videodisc citations. Gold awards represent sales of at least 25,000 units with a retail list value of $1 million.

Gold awards included: Columbia Pictures Home Entertainment's *Close Encounters of the Third Kind*; Warner Home Video's *Blazing Saddles, Enter The Dragon, Superman* and *10*; Magnetic Video's *All That Jazz, The French Connection, The Sound of Music, Alien, Patton, The Muppet Movie* and *M*A*S*H*; and MCA Videocassette Inc./MCA Videodisc Inc.' *The Blues Brothers, Coal Miner's Daughter, Jaws, The Jerk, National Lampoon's Animal House* and *Smokey and The Bandit.*

Companies that have earned RIAA/VIDEO gold or platinum awards will receive certificates until an official award plaque is accepted by council. RIAA/VIDEO is presently holding a design competition among art directors of member companies to create an official award for copyright.

Sales audits on all awards are confirmed by the Recording Industry Assn. of America (RIAA)-hired independent CPA firm, Gelfand, Breslauer, Rennert & Feldman. Any company or company division that manufactures or is licensed to manufacture and/or market prerecorded video programs for the home entertainment market is eligible to apply for RIAA/VIDEO gold or platinum award certification. For further information, contact Stephen Traiman, executive director, RIAA/VIDEO, 1633 Broadway, New York, N.Y. 10019. The telephone number is (212) 765-4330.

ITA Seminar Workshop Agenda

(continued from page 16)

Session
"HOW THE INDEPENDENT SOFTWARE PRODUCER CAN SUCCEED AND COMPETE WITH THE MAJORS"
Ron Safinick, Media Home Entertainment

Session
"GRAPHICS/MOVING HOME VIDEO INTO A NEW AREA"
Martin Roberts, *The Videocassette & CATV Newsletter*

Session
"THE UPCOMING VIDEO ENTHUSIASTS MARKET/SOFTWARE AND HARDWARE"
Charles Azar, *Instant Replay Video Magazine*

Afternoon Workshop

1:15 p.m. — Opening Address
"THE PRESS/CREDIBLE OR INCREDIBLE"
Mike Wallace, *60 Minutes*

Session
"KNOWING YOUR VIDEO 'RIGHTS' "
Chairman: — George Zladeh, Ampex Magnetic Tape Division
Moderator/ Speaker — Larry Harris, 20th Century-Fox Telecommunications
Panellsts representing each of the major markets of the world explain some of the more important problems of marketing video cassettes/discs in the marketplace. Problems to be discussed include piracy, copyright, clearances, royalties and union payments.

Business And Industry Video Workshops

March 16
Morning Workshop
Chairman: Lewis P. Jones, National Science Foundation
Moderator: Stanley Hankin, Dir., ETA TV, U.S. Sept. of Labor

10:00 a.m.
Session
"COMPUTER GRAPHICS/TELECONFERENCING/OFFICE AUTOMATION SYSTEMS"
Alan Paller, AUI Data Graphics

Session
"THE USES OF DIGITAL STILL STORAGE SYSTEMS IN NON-BROADCAST APPLICATIONS"
Marsha Adams, Micrographics Consultant

Session
"EXPLOSIVE GROWTH OF SATELLITES FOR SPECIALIZED PROGRAMMING"
Martin Roberts, *Satellite Age Newsletter*

1:30 p.m. **Combined Home/Business Video Afternoon Workshop**
Chairman: — George Ricci, Columbia Pictures Videocassette
Moderator: — William Madden, 3M Corp.
(see ITA Program for session topics and speakers)

March 17
Combined Morning Workshop Session (See Home Video)
Tuesday Afternoon — NO WORKSHOPS SCHEDULED

March 18

9:00 a.m. **Morning Workshop**
Chairman: — Barbara Leyden, Paine Webber Jackson & Curtis
Moderator: — Robert T. Hider, Arthur Young & Co.

Session
"EDITING IN THE '80s"
Diana Weynand, *The Barbara Walters Special*

Session
"INTERACTIVE VIDEO IN INDUSTRIAL TRAINING"
Dave Flanders, General Motors Corp.

Audio Workshop

March 16

10:00 a.m. **Morning Workshop**
Chairman: — Paul Adams, American Sound Corp.
Moderator: — Aaron Wasserstrom, Magnetic Media Corp.

Session
"CHILDREN'S MARKET"
Bob Pavla, Disneyland/Vista Records

Session
"MEDICAL MARKET"
Claron Oakley, Audio/Video Digest Foundation

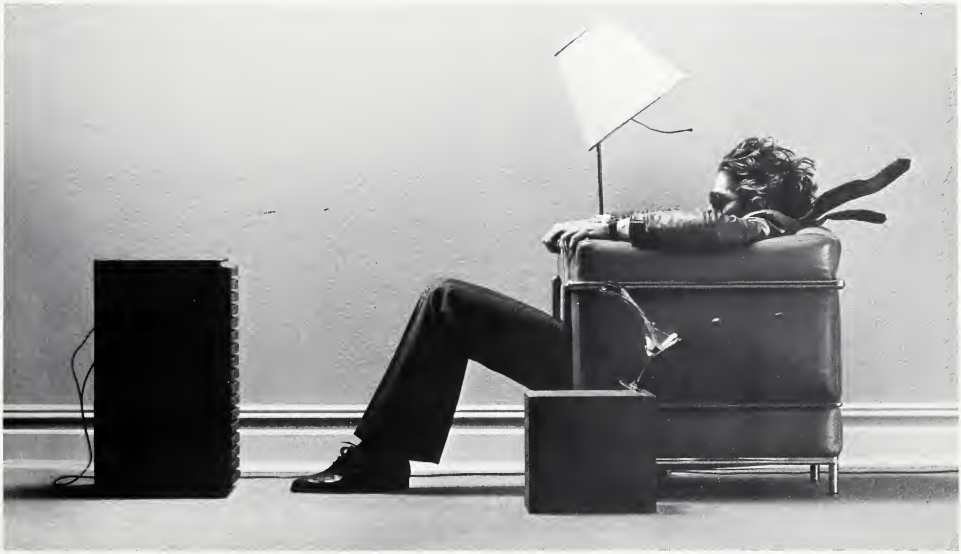
Session
"SUCCESS AND MOTIVATION"
Bill Kenny, Success Unltd.

Session
"WHO RETAILS AUDIO AND HOW/ A SURVEY BY AUDIO TIMES"
Richard Ekstract, *Audio Times*

1:30 p.m. **Afternoon Workshop**
"God & Glamour"
Chairman: — Jacque Fleishmann, Cetec Gayss, Inc.
Moderator: — Hugh Wallace, RKO Tape

(For correct March 18 Audio Workshop Schedule see revised ITA Program; combined session only on March 17)

AFTER 500 PLAYS OUR HIGH FIDELITY TAPE STILL DELIVERS HIGH FIDELITY.



A lot of recording tapes sound good the first few times they're played. But after a few hundred plays, many end up sounding dull and lifeless.

What can happen is, the oxide particles that are bound onto tape loosen and fall off, taking some of the music with them.

At Maxell, we've developed a binding process that helps to prevent this. Once oxide particles are bound onto our tape, they stay put. And so does the music.

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Ex-Label Staffers Turned Indie Relocate With Success

(continued from page 6)

supports the other."

Lenny Scafiti offered a second key factor in pursuing an independent operation. "My survival depends on my not not doing what the majors are doing," said Scafiti, who held positions at Motown, Sire and Arista and is now a partner in Ross-Scafiti Viewpoint, Inc., an independent production company. "My company won't be successful if I try to come up with formula hits.

Encourages Indies

"Historically, the majors have never made things happen," he stated. "Just look at Atlantic in the '50s, Elektra in the '60s and Stiff or Sire in the '70s. Record company attitudes encourage people to go out and be independent." Still, he said, he will shop the tapes he produces to the major labels, because "I'm trying desperately not to start my own record company. I have too much fun in the studio to want to get involved in that."

Mark Josephson and Steve Stoff agreed with Scafiti. Both, after being laid off by RCA Records, started companies geared to indie product — Josephson becoming a partner in Rockpool Promotions, Ltd., which supplies records and information to dance-rock DJs at clubs and radio stations; and Stoff co-owning New Music, which nationally distributes independently pressed new wave and disco releases. Both Josephson and Stoff were able to get a head start in exploiting a new area that offered opportunities for the small entrepreneur, but we're not as yet generating the type of sales figures that attract the majors.

"We thought, when we started Rockpool, that we'd be sweating it financially less than we are," said Josephson. "But we found out that running a pool is necessarily a low margin enterprise. Maybe we could charge the DJs as much as we could get for our service," he reflected, "but we just don't feel it would be the right thing to do."

Tipsheet Started

Because Rockpool has found that "our information is more valuable in a lot of ways than our service," it started publishing the "masses of information we receive from our reporting clubs and stations" as a tipsheet, which they felt was yet another unique service that could eventually result in greater profitability.

In addition, Josephson recently explored another unusual concept when he organized and arranged a promotional effort that tied in concert, radio and in-store appearances on the east coast by two new British acts, Colin Newman and Bauhaus, without any American record company affiliation. He projected more possibilities along these lines in the future.

New Music has experienced a slow but steady growth since entering into the independent distribution ranks as an outlet for labels and one-stops that were too small for other indies to handle. According to Stoff, they "started out dealing in quantities of 200-500 pieces, but now we're taking orders from 500-2,000. We're also beginning to extend some of the bigger accounts up to 60 days credit, whereas in the beginning we did everything C.O.D."

More 'Fragmentation'

Both Norman and Josephson spoke of the growing fragmentation of the industry into various music markets in which different distribution, marketing, sales and promotion approaches are used. "For one market you might have one procedure, and all of a sudden, you're working with a different style of music and you have new terms, new deals, new dating, new programs and new ad structures," Norman commented. "I had to learn to speak the different languages that accompany each. Now I'm able to talk to either large distribution systems or mom and pop stores and be aware of their concerns and the tools needed to bring about success." Josephson added that "the majors are not yet willing to admit that there is a fragmentation into specialties because the whole idea goes against the way branch distribution systems operate."

While sales figures for an indie operator may seem low compared to the volume handled by any of the majors, the operating costs of these new companies are small enough to make such totals profitable. When asked what they had learned to avoid from their experience at the majors, a majority of the independents pointed to wasteful extravagances they had seen and remarked that their own businesses are being run with cost efficiency in mind.

Nicholas Cosmas, who spent 13 years as controller/treasurer with London Records until it was sold to PolyGram last year, recently opened C&P Records with George Hornfeck, another London veteran. "We have a small staff, and we've cut down operating expenses," Cosmas said in describing C&P's tight budgetary control. "We're extremely careful about the credit terms we extend, and we've learned not to oversell; we're keeping sales at a reasonable figure."

Good Climate For Indies

Like others surveyed, Cosmas felt that the economic crunch on the industry in general makes this a good time for independents. "If the economy were flourishing, we couldn't have afforded to sign the acts that we did — just the advances would have been extraordinary — but in a recession, artists are seeking labels, so we find it easier and are able to pick and choose who we want."

The idea that small independent labels and production companies will play a greater role as a breeding ground for new talent for the majors in the future was voiced often by the indies. Both Steve Leeds, who makes his living at independent promotion, and Gary Kenton, who does independent publicity, have both been involved with small record labels. Leeds, who calls his partnership in Ambition Records "an expensive hobby," predicted a "cottage industry developing where people are recording and pressing independently, then trying to license to a major or getting pressing and distribution deals.

"The technology exists for anyone to press up a decent sounding record," he explained, "but in the long run affiliation with the majors is necessary because the independent distributors are crippled and unable to do what they used to do. Also, it seems that more and more of the established independent distributors are closing their doors to one-offs because they feel they've got no growth potential; that if they do break an act, it'll leave for one of the majors."

Kenton said that many competent middle management people have already started leaving the majors, but often renew their affiliation once their custom or P&D labels have gotten off the ground. "The majors are so committed to huge volume that there will be more and more opportunities for people to fit into the gaps they leave."

Indie Promo Glut

Radio promotion has been the one area where there is actually a glut of independents. With many cutbacks in promotion staffs at the majors in the past two years and many promotion people finding it relatively simple to hire themselves out for individual projects (at least at first); both national and regional indies have found it harder than ever to get work. Coupled with recent announcements of cutbacks in hiring indies by some major labels, promo indies have found the going rough at the moment. Lenny Bronstein, former director of promotion at A&M Records, now running Push Promotions, said that although the marketplace is getting crowded, there is still work to be had because "majors have limited themselves in many instances and many markets so that their people can't handle all the functions they now have. Indies decrease the workload for the affiliated promotion people and also act as a less-biased conduit of information to radio stations."

"Yet even with massive cutbacks in most areas of the industry, aside from the area of promotion, there is hardly a surfeit of indies around, a fact that surprised some of those who recently took the plunge. Phil Rawls, who had managed regional promotion for Atlantic and 20th Century-Fox in the Memphis, Tenn., area and now does independent promotion, production and music publishing, commented, "I think what I've done should be the normal path for music business employees, but most people who get laid off have either turned to related fields or left the music business entirely. To spend 10 or 12 years learning the ins and outs of the music business and then leave the field entirely because you've lost your job just seems ridiculous to me."

Rawls' point seemed to be especially valid in the sales field, where the tendency was to enter other fields rather than seek music industry positions with different companies. The head of a New York-based record company, who asked not to be identified, told **Cash Box** that of the stack of resumes he'd received from qualified out-of-work business veterans, almost none were in the sales field. "I guess," he said, "that the sales people don't see that much difference between selling records and selling shoes."

Still, for those dedicated enough to attempt to carve a niche for themselves in the music industry as an independent, the long hours and occasional hard times seem to be worth it. Said Ruth Carson, "You might miss the American Express card and the prestige of being attached to a well-known company name, but right now I wouldn't trade what I'm doing for anything."

ON JAZZ

(continued from page 15)

Watrous; "Cats 'n' Jammers" by **Maynard Ferguson**; "Festival Session" by **Duke Ellington**; "Suddenly It's The Hi-Lo's" by **The HI-Lo's**; "**Carmen MacRae** Sings Lover Man And Other Billie Holiday Classics;" "Midnite Matinee" by **Freddie Hubbard**; and "First Divide" and "Second Divide" by **Montreux Summit** featuring **Dexter Gordon, Stan Getz, Woody Shaw** and others. The Prestige re-issues and re-packages are: "Burners: The Greatest Hits Of **Charles Earland**;" "The Ballad Album" by **Dexter Gordon**; "Caribe" by **Eric Dolphy with the Latin Jazz Quintet**; "Bad News Blues" by **Roy Haynes** and **Booker Ervin**; "Evidence" by **Steve Lacy** with **Don Cherry**; "**Thad Jones** With **Charles Mingus**;" "**John Coltrane** and **Ray Drapper**;" "Four Altos" by **Phil Woods** and **Gene Quill**; and "Jive At Five" by **Joe Newman.** "**Vince Guiraldi**'s Greatest Hits" and "For Duke" by Kenny Burrell are both on Fantasy . . . New York's New Music Distribution Service has a slew of new releases, chief among them three items on the Swiss/American Hat Hut label: "Capers," a **Steve Lacy** trio date, features drummer **Dennis Charles** and the late **Ronnie Boykins** on bass; "Ghost Of A Trance" by Peter Kuhn features **William Parker** on tuba, **Phil Watson** on drums, and **Mark Miller** on vibes; and "Tales and Prophecies," by tenor power-hitter **Andre Jaume** with horn-man utility-fielder **Joe McPhee.** Also available through NMDS are "Desert Fairy Princess" by **Adele Sebastian** with **Billy Higgins** and **Roberto Miranda** on Nimbus; "Time Being" by saxphonist **Ralph Simon** with **Paul Bley, John Scofield, Billy Hart,** and **Paul McCandless** on Grammavision; "Elegies" by guitarist **Nels Cline** and bassist **Eric Von Essen** on Nine Winds; and "Song For The Night" by pianist **Dan Wall** with **Steve Grossman** and **Mike Richmond** is on Landslide Records. Choice Records has three new issues: "Coast To Coast" by **Bruce Foreman,** "Falling Free" by **Lennie Popkin** with **Eddie Gomez,** and "From My Window" by **Adam Makowicz.**

fred goodman

LIMELIGHT ANNIVERSARY *— Atlanta's hot nightspot, Limelight, recently celebrated the club's first anniversary with a star-studded party. Among those who were in attendance were (l-r):* Grace Jones, Village People's *Randy Jones and the Ritchie Family and Divine with Christine Jorgenson.* ***Cash Box*** *photos by Victoria Lefcourt.*

Brooklyn Based Record Company Is Formed

NEW YORK — The Sound of Brooklyn (TSOB) Records has been formed. Initial releases will be "Again"/"Inflation" by the Night People and "Can I Take You Home" by Mel Sheppard. The production and record company can be contacted at 1368 Fulton St., Brooklyn, N.Y. 11216. The telephone number is (212) 636-1401.

American Airplay Bows

LOS ANGELES — American Airplay, a new marketing and promotional firm, has been formed by industry executive Sammy Kaplan. A research-oriented firm, Airplay features a national, multi-format approach to music marketing and promotion. The firm's offices are located at 6464 Sunset Blvd., Suite 935, Los Angeles, Calif. 90028. The telephone number is (213) 856-8100.

AIR PLAY

ROCK YEARS PREMIERS — WNEW-FM/New York had the distinct honor of being selected by the national syndicate firm Westwood One to premier the company's 48-hour rock extravaganza, *The Rock Years*, over the weekend of March 13-15. WNEW-FM's airing came a full two weeks before any other radio stations in the country. The prestigious New York AOR station held a special press preview of the show at its headquarters on March 5, where producer Bert Kleinman played selected excerpts. *The Rock Years*, divided into 16 separate three-hour segments, contains 70% music, as well as interviews with many of the stars who set the musical trends from 1965-1980 (**Cash Box**, Jan. 17).

MONEY FOR THIS, MONEY FOR THAT — KCBS-FM/San Francisco has become the beneficiary of a quarter million dollar advertising campaign mounted by CBS Radio on March 1. To help educate Bay Area listeners that KCBS-FM is not like its all news sister AM station, general manager **George Sosson** explained that the campaign theme of "We still play their songs" is aimed at the 25-34 year old demographics to show that KCBS-FM plays old rock classics from the '60s as well as current album tracks . . . While KCBS-FM is on the receiving end of a lot of advertising money, **Y100**/Miami is beginning its Rainbow Connection Contest on March 16 that will ultimately award a quarter million dollars to one contest winner. Station management says it is the largest single cash prize ever offered by a South Florida radio station. Who was it that said Arbitron's Quarterly Measurement system would help curb lavish promotions?

STATION TO STATION — KSJO-FM/San Jose is now simulcasting its morning 5 a.m.-9 a.m. show hosted by **Tom Mix** on sister station **KXRX-AM**. The new AM 1500 is now being programmed to serve the sophisticated AM rock music audience with both oldies and current rock hits . . . Los Angeles Dodgers' merry prankster **Jay Johnstone** will be joining **KLOS**/Los Angeles morning crazy **Frazer Smith** on Smith's Sports Snorts segment. Johnstone will be filling in listeners of all Dodger activities on (and off?) the field at home and away games . . . Charter Broadcasting Company plans to acquire **KITT-FM**/San Diego, subject to FCC approval. Charter currently owns **KCBQ-FM**/San Diego as well as other major market stations including **WOKY**/Milwaukee; **KSLQ**/St. Louis; **WDRQ**/Detroit; and Spanish language **WADO**/New York . . . Hartenbaum Communications Inc., a New York based advertising, marketing and public relations firm, has formed a radio station promotion services division. The new division will supply syndicated and custom promotion packages including 30- and 10-second television commercials, outdoor billboards and print ads for various radio station formats. For further information, the Hartenbaum Communications Company can be reached at (212) 682-4654 . . . **KWST**/Los Angeles recently brought back its Amateur Hour due to popular demand. Listeners aspiring to become DJs are sending their tapes to the station where one contestant is selected each week to go on the air each Sunday night for one hour . . . **WABC**/New York has signed North Caslet Partners Advertising as the agency in charge of all consumer and trade advertising. Previous advertising had been done internally . . . WNEW-FM DJ **Tom Merre**ra has adopted the **Boomtown Rats'** song "Up All Night" as the theme song for his 2 a.m.-6 a.m. show . . . **KMET**/Los Angeles will be simulcasting the sound portion of ON Television's presentation of **Cheap Trick** in concert on March 21 . . . **KQFM**/Portland dropped its three-yearold AOR format on March 8, switching to an oldies format.

BLT'S SAVORY DEBUT — *Chrysalis Records recently debuted Robin Trower's new LP, "BLT," at WPL/New York. The album features the talents of Jack Bruce, former Cream bassist and vocalist, and Trower mainstay drummer Bill Lordan. Savoring their own BLTs at WPLJ are Dorothy Vanturini, music director (l); and Jerry Ross, promotion, Malverne Distributing.*

SYNDICATION INDICATIONS — Los Angeles-based national syndicate firm Watermark is immediately seeking a permanent host of its *Soundtrack of the '60s* program. According to **Tom Rounds**, executive producer of the weekly show and president of Watermark, **Murray "The K" Kaufman** will no longer be the announcer for the program that he has hosted since June 1, 1980. Kaufman's last regular appearance was over the weekend of March 14-15. Rounds said that *Soundtrack of the '60s* is currently aired on more than 100 markets in the U.S. and Canada, as well as several foreign countries including Tazmania, Australia and New Zealand . . . Drake-Chenault's Silver Anniversary Edition of *The History of Rock & Roll* will bow in New Zealand as a nightly strip on Radio Hauraki, Auckland in mid-March. The special rock 'n' roll program can be heard at the upcoming National Assn. of Broadcasters (NAB) convention in Las Vegas April 12-15 in Suite 2875 at the Hilton . . . Jon Sargent Productions' nationally syndicated *Radio Active* show will be spotlighting **George Harrison, Mick Jagger, Pretenders, Journey, Plimsouls, Phil Collins, Nick Lowe** and **Rockpile**, to name a few of the artists, between March 16-30. The program is hosted by **KLOS**/Los Angeles personality **Linda McInnes**. The daily program, which consists of 90-second interviews and splices of songs, is on the ABC FM network.

NETWORK NEWS — On July 3, NBC's The Source will be presenting a live concert by **Todd Rundgren** from his studios in Woodstock, N.Y. . . . **WFBR**/Baltimore has become an affiliate to the NBC Radio Network . . . The Robert Klein Radio Show will be featuring **Bob Geldof** of the **Boomtown Rats, Robert Frlpp** and a live performance by the **Roches** the week of March 22 and **Carl Wilson** of the **Beach Boys**, director **Peter Yates** and a live performance by **Ian Lloyd** during the week of April 5.

NEW JOBS — James Wesley, vice president and general manager at **KFI/KOST**/Los Angeles, was made executive vice president/Radio for Cox Broadcasting . . . **Nick Trigony**, general manager at AOR **WPLJ**/New York, will be moving to Houston to assume the general managership at country formatted **KIKK**-AM & FM. Trigony has been with WPLJ for over three years . . . **John Jenkins** has become the new program director at **KOFM**/Oklahoma City and **Mike Kennealy** has become the station's new morning drive personality. Jenkins comes from **WQPD**/Lakeland, Fla. and Kenneally hails from **KSTT**/Davenport, Iowa . . . **Reed Bunzel** was named editor of *RadioActive*, the monthly publication for the National Assn. of Broadcasters (NAB)'s radio members . . . Congratulations to **Betsy Bucken**, who has become coordinator of promotions and special events at **WKHK-FM**/New York.

mark albert

A SHOE-IN AT WNEW — *John Murphy and Gary Klebe of Chicago-based Elektra/Asylum recording group The Shoes recently stopped in at WNEW-FM/New York to chat about the group's latest LP, "Tongue Twister." Pictured at the station (l-r) are: Murphy; Richar Neer, program director, WNEW-FM; Bernie Bernard, music director, WNEW-FM and Klebe.*

Quello Opposes Nine kHz AM Spacing

by Mark Albert

LOS ANGELES — James Quello of the Federal Communications Commission (FCC) has reversed his feelings in support of reduced AM channel spacing from 10 to nine kHz, providing proponents of the issue with their most serious opposition to date. Quello made the announcement at a recent state association meeting held by the National Assn. of Broadcasters (NAB) in Washington D.C.

Commissioner Quello told **Cash Box** that when the FCC first deliberated on the proposal in 1979, the Carter administration strongly supported reduced spacing on the belief that it would benefit current and prospective broadcasters.

. "At that time," Quello recalled, "I concurred with the vote, which legally means I went along with it, but with reservations. I did write dissenting comments then in my concurrence, which the Canadian government quoted later at the Region 2 (Western Hemisphere) meetings held in Buenos Aires last March.

"I have decided to oppose reduced spacing for two reasons," Quello continued. "One is engineering, and the other is economics. After reviewing the latest technical studies and noting the large costs that would be incurred by broadcasters having to make the change, and the facts that some broadcasters would no longer be able to operate properly or successfully and that many broadcasters are already losing money, I can only view the space reduction move as not practical or healthy for U.S. broadcasters."

Malsa To Sell Ad Time For Weedeck Corp.

LOS ANGELES — Los Angeles-based Weedeck Corp. has contracted Jack Malsa & Co. to represent the Weedeck Radio Network in the sale of time to advertising agencies and clients throughout the United States and Canada. The new agreement between Weedeck and Malsa is effective immediately.

Weedeck currently services over 200 radio stations nationwide with weekly programs *Inside Music*, hosted by Charlie Tuna, and *Country Report*, hosted by Ron Martin. The company has also produced hour-long specials such as *New Horizons*, based on Willie Nelson's new career as a film personality; *Coal Miner's Daughter*, based on Loretta Lynn's autobiography; *Smokey and the Bandit II*, and, most recently, *The Legend of Jesse James*, based on the A&M album project of the same name.

Jack Malsa & Co. currently represents radio stations in key national and regional markets through offices in New York, Chicago, Detroit, Atlanta, Dallas, Los Angeles, San Francisco and St. Louis.

Deadline Extended For AM Stereo Comments

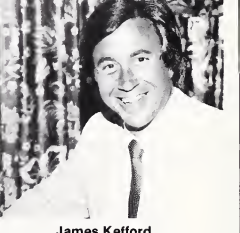
LOS ANGELES — At the request of Motorola, one of five manufacturers competing to have its system approved by the Federal Communications Commission (FCC) as the single system to be used for AM stereo, the FCC extended the deadline for reply comments on the issue from March 9 to March 23.

Kefford To Head Drake-Chenault

LOS ANGELES — James Kefford, executive vice president and general manager of Drake-Chenault Enterprises, has been named president of the radio syndication firm. At the same time, Gene Chenault, formerly president, and Bill Drake have moved to positions as co-chairmen of the company's board of directors.

Kefford joined Drake-Chenault in 1973 as director of east coast sales. He moved to the Canoga Park, Calif. headquarters in 1974 as an account executive, later becoming regional sales manager. In 1977, he was named vice president and general manager. Kefford has been responsible for the marketing of "The History of Rock & Roll," was the producer of the seasonal special, "Christmas At Our House," and has guided the company from four original formats in syndication to its present eight.

In making the announcement, Chenault said, "This is a well-considered move on the part of Bill and me both to recognize the contributions Jim has made to the company, and to provide him with the autonomy necessary to build on the groundwork he has already laid for Drake-Chenault's entry into the future of radio technology in the '80s."



James Kefford

CASH BOX ROCK AL

LP Chart Position

13 **AC/DC • BACK IN BLACK • ATLANTIC**
ADDS: None. **HOTS:** WBAB, WBCN, WMMS, KZEW, KBPI, KROQ, WLIR, KMET, KMGN, KWST, WBLM. **MEDIUMS:** WCCC, WCOZ. **PREFERRED TRACKS:** Title, Bells, Pollution, Shook, Money.
SALES: *Good to moderate in all regions.*

10 MOST ACTIVE

25 **APRIL WINE • THE NATURE OF THE BEAST • CAPITOL**
ADDS: None. **HOTS:** WBLM, KSHE, WLVQ, KMGN, WWWM, KNCN, WBAB, WMMS, WSHE, KEZY, KOME, WOUR, WCCC, WCOZ, KLOL, KSJO, WKDF, WAAL, WGRQ, KROQ. **MEDIUMS:** KWST, KMET, KZOK, WBCN, WKLS, KZEW, KBPI, WAAF. **PREFERRED TRACKS:** Just Between, Future, City, Queen.
SALES: *Good in Midwest; moderate in all others.*

8 MOST ADDED

173 **BADFINGER • SAY NO MORE • RADIO RECORDS/ATLANTIC**
ADDS: KNCN, KROQ, KSJO, WBCN. **HOTS:** WCOZ. **MEDIUMS:** WMMS, WSHE, WOUR, WKDF, WAAL, WWWM, KMGN, KSHE, WBLM. **PREFERRED TRACKS:** Hold On, I Got You.
SALES: *Breakouts in Midwest and South.*

6 **PAT BENATAR • CRIMES OF PASSION • CHRYSALIS**
ADDS: None. **HOTS:** WBCN, WMMS, WKLS, KZEW, WIBZ, WIOQ, KMET, KMGN, KWST, WBLM. **MEDIUMS:** WBAB, WCOZ, WABX. **PREFERRED TRACKS:** Treat, Best Shot.
SALES: *Good to moderate in all regions.*

7 **BLONDIE • AUTOAMERICAN • CHRYSALIS**
ADDS: None. **HOTS:** WBAB, KZEL, WMMS, KOME, KSJO, KNAC, KROQ, KNCN, KMEL. **MEDIUMS:** WBCN, WIBZ, WKDF. **PREFERRED TRACKS:** Rapture, Walk, T-Birds, Dark.
SALES: *Good to moderate in all regions.*

94 **THE BOOMTOWN RATS • COLUMBIA**
ADDS: None. **HOTS:** WBCN, WRNW, KROQ. **MEDIUMS:** KOME, WCCC, KSJO, KNAC, WGRQ, WLIR, WWWM, WHFS, KMGN. **PREFERRED TRACKS:** Up All Night, Banana, Go Man.
SALES: *Fair in West; weak in all others.*

— **THE BRAINS • ELECTRONIC EDEN • MERCURY/POLYGRAM**
ADDS: WBLM, WIBZ. **HOTS:** None. **MEDIUMS:** WBCN, WOUR, WCCC, KMGN. **PREFERRED TRACKS:** Open.
SALES: *Fair in South; weak in all others.*

30 **JIMMY BUFFETT • COCONUT TELEGRAPH • MCA**
ADDS: None. **HOTS:** WMMS, WSHE, WIBZ, WRNW, KNCN, WWWM. **MEDIUMS:** KZOK, KEZY, KOME, WYDD, KSJO, WKDF, WAAL, WBLM, KINK. **PREFERRED TRACKS:** My Job, Growing Older, Title.
SALES: *Moderate to fair in all regions; weakest in East.*

139 **J.J. CALE • SHADES • SHELTER/MCA**
ADDS: None. **HOTS:** KZAM, KNX. **MEDIUMS:** KZOK, KOME, WOUR, WWWM, WBLM. **PREFERRED TRACKS:** Dungeon, Pack.
SALES: *Fair in West and South; weak in others.*

141 **THE JIM CARROLL BAND • CATHOLIC BOY • ATCO**
ADDS: None. **HOTS:** WBCN, WRNW, WAAF. **MEDIUMS:** WBAB, KNAC, WHFS, KMGN. **PREFERRED TRACKS:** Too Late, People.
SALES: *Weak in Midwest; fair in all others.*

3 MOST ACTIVE

32 **ERIC CLAPTON • ANOTHER TICKET • RSO**

ADDS: WIBZ, KNX. **HOTS:** KINK, WBLM, KMEL, KSHE, WLVQ, KMET, WWWM, WRNW, KNCN, KROQ, WAAD, WGRQ, WAAL, KNX, WBAB, KZOK, KZAM, WBCN, KZEL, WSHE, KZEW, KBPI, KEZY, WOUR, WCCC, WLIR, KLOL, KSJO, WNEW. **MEDIUMS:** KWST, WABX, KMGN, WHFS, WKDF, WMMS, WKLS, KOME, WCOZ. **PREFERRED TRACKS:** I Can't, Rita, Floating.
SALES: *Major breakouts in all regions.*

49 **THE CLASH • SANDINISTA! • EPIC**
ADDS: None. **HOTS:** KWST, WBAB, WBCN, KOME, WOUR, WCCC, WLIR, WNEW, KNAC, WGRQ, KROQ, WRNW, WHFS. **MEDIUMS:** WBLM, KMGN, KMET, WMMS, WIBZ, KSJO, WKDF, WAAL, WAAF, KNCN. **PREFERRED TRACKS:** Hitsville, Police, Magnificent.
SALES: *Fair in all regions; weakest in South.*

LP Chart Position

6 MOST ADDED

61 **PHIL COLLINS • FACE VALUE • ATLANTIC**
ADDS: KINK, WLVQ, KMGN, WKDF, WCOZ, KZEW. **HOTS:** WWWM, WRNW, WIOQ, WGRQ, WBAB, KZAM, KNX, WBCN, KZEL, WMMS, WLIR, WYDD, KLOL, WNEW. **MEDIUMS:** WBLM, KMEL, WLVQ, WHFS, KNCN, KROQ, WAAF, KZOK, WSHE, KBPI, KEZY, KOME, WCCC, WIBZ, KSJO, WAAL. **PREFERRED TRACKS:** In The Air, I Missed.
SALES: *Good to moderate in all regions.*

43 **ELVIS COSTELLO & THE ATTRACTIONS • COLUMBIA**
ADDS: None. **HOTS:** WBLM, WHFS, WRNW, KNCN, KROQ, WIOQ, WBAB, WBCN, WMMS, WSHE, KOME, WLIR, KSJO, WNEW, KNAC, WGRQ. **MEDIUMS:** KSHE, WLVQ, KMET, KZEL, WKLS, KEZY, WOUR, WCCC, KLOL, WKDF, WAAL. **PREFERRED TRACKS:** Watch, Clubland, Whisper.
SALES: *Moderate in all regions; strongest in East.*

46 **DIRE STRAITS • MAKING MOVIES • WARNER BROS.**
ADDS: None. **HOTS:** KZEW, KBPI, WIBZ, WIOQ, KNCN, WBLM. **MEDIUMS:** WBCN, KZEL, WMMS, KEZY, WOUR, WCOZ, KNAC, WLIR, WWWM, KMET, KMGN. **PREFERRED TRACKS:** Skateaway, Tunnel, Romeo, Expresso.
SALES: *Moderate in Midwest and West; weak in others.*

— **DOC HOLLIDAY • A&M**
ADDS: None. **HOTS:** WCCC, WCOZ. **MEDIUMS:** WOUR, WLIR, KLOL, KMGN, WBLM. **PREFERRED TRACKS:** I'm A Rocker.
SALES: *Fair in South; weak in all others.*

7 MOST ADDED

— **JOE ELY • MUSTA NOTTA GOTTA LOTTA • MCA**
ADDS: KNCN, KNAC, WNEW, WOUR, KOME, KZEL. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.
SALES: *Just shipped.*

— **THE FABULOUS THUNDERBIRDS • BUTT ROCKIN' • CHRYSALIS**
ADDS: KOME, KZOK. **HOTS:** WBCN. **MEDIUMS:** KNAC, KNCN, WLIR. **PREFERRED TRACKS:** Open.
SALES: *Just shipped.*

104 **FLEETWOOD MAC • LIVE • WARNER BROS.**
ADDS: None. **HOTS:** KOME, WIBZ, KSJO, KNCN, KMET, KMEL. **MEDIUMS:** KEZY, WCOZ. **PREFERRED TRACKS:** Fireflies, Afraid, Well.
SALES: *Fair to weak in all regions.*

151 **ELLEN FOLEY • SPIRIT OF ST. LOUIS • CLEVELAND INT'L./EPIC**
ADDS: WMMS. **HOTS:** WBCN, WRNW, WNEW. **MEDIUMS:** WLIR, WWWM. **PREFERRED TRACKS:** Torchlight, M.P.H..
SALES: *Moderate breakouts in West and Midwest; fair in others.*

188 **THE FOOLS • HEAVY MENTAL • EMI-AMERICA**
ADDS: WIOQ. **HOTS:** WBCN, WMMS, WOUR, WCOZ. **MEDIUMS:** WBAB, WSHE, WCCC, WYDD, KSJO, WAAF, WWWM. **PREFERRED TRACKS:** Alibi.
SALES: *Fair in East; weak in all others.*

3 MOST ADDED

— **FRANKE & THE KNOCKOUTS • MILLENNIUM/RCA**

ADDS: KINK, WHFS, WWWM, WAAL, WNEW, WIBZ, WCCC, KZEL, KZOK, WBAB. **HOTS:** WMMS. **MEDIUMS:** WCOZ. **PREFERRED TRACKS:** Sweatheart.
SALES: *Initial breakouts in South; weak in others.*

— **IAN GOMM • WHAT A BLOW • STIFF/EPIC**
ADDS: KINK, WNEW, KZOK. **HOTS:** WRNW. **MEDIUMS:** WBAB, WOUR, WWWM. **PREFERRED TRACKS:** Open.
SALES: *Weak initial response.*

64 **DONNIE IRIS • BACK ON THE STREETS • CAROUSEL/MCA**
ADDS: None. **HOTS:** WMMS, KOME, WIBZ, KSJO, WGRQ, WLIR, WLVQ. **MEDIUMS:** KZOK, WCCC, WKDF, KROQ, KMGN. **PREFERRED TRACKS:** Ah! Leah!, Hear You, Title, Agnes.
SALES: *Fair in all regions.*

LP Chart Position

— **THE JAGS • NO TIE LIKE A PRESENT • ISLAND**
ADDS: WHFS, WBAB. **HOTS:** WRNW. **MEDIUMS:** KSJO, KNAC, KROQ. **PREFERRED TRACKS:** Open.
SALES: *Just shipped.*

84 **THE JAM • SOUND AFFECTS • POLYDOR/POLYGRAM**
ADDS: None. **HOTS:** WBCN, KNAC, WHFS. **MEDIUMS:** KROQ, WLIR, WWWM. **PREFERRED TRACKS:** Start!, Entertainment, Different, Monday.
SALES: *Fair in East and West; weak in others.*

120 **GARLAND JEFFREYS • ESCAPE ARTIST • EPIC**
ADDS: KBPI. **HOTS:** WWWM, WRNW, WBAB, WBCN, KZEL, WMMS, WSHE, WOUR, WLIR, WNEW, WGRQ. **MEDIUMS:** WBLM, WLVQ, WHFS, KNCN, KROQ, KZOK, WYDD, KLOL, KSJO, KNAC, WKDF, WAAL, WAAF. **PREFERRED TRACKS:** 96 Tears.
SALES: *Moderate to fair in all regions.*

164 **JOAN JETT & THE BLACKHEARTS • BAD REPUTATION • BOARDWALK**
ADDS: WCOZ. **HOTS:** KNAC, WLIR, WHFS. **MEDIUMS:** WBAB, WSHE, KOME, KROQ, WBLM. **PREFERRED TRACKS:** Touch Me, Own Me, Jezebel.
SALES: *Fair in West and Midwest; weak in others.*

6 MOST ACTIVE

9 **JOURNEY • CAPTURED • COLUMBIA**
ADDS: None. **HOTS:** KWST, KSHE, WLVQ, KMGN, KMET, WWWM, KNCN, WBAB, WMMS, WKLS, WSHE, KBPI, KEZY, KOME, WOUR, WCCC, WIBZ, WCOZ, KLOL, KSJO, WAAL, WAAF. **MEDIUMS:** KMEL, KROQ, WBCN, KZEL, WKDF. **PREFERRED TRACKS:** Party's, Hiway, Stay.
SALES: *Good to moderate in all regions.*

5 MOST ADDED

— **THE KINGBEES • THE BIG ROCK • RSO**

ADDS: WBLM, KWST, KROQ, KNAC, WRNW, KZEW, WBCN. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.
SALES: *Just shipped.*

2 MOST ADDED

— **KROKUS • HARDWARE • ARIOLA/ARISTA**

ADDS: WBAB, KZEL, WMMS, WKLS, WSHE, KZEW, WOUR, WCCC, WLIR, KLOL, KSJO, WNEW, WRNW, KMET, WBLM, KMGN. **HOTS:** None. **MEDIUMS:** KZEW, WCCC, KLOL. **PREFERRED TRACKS:** Easy Rocker, Burning, Celebration.
SALES: *Just shipped.*

155 **NICOLETTE LARSON • RADIOLAND • WARNER BROS.**
ADDS: None. **HOTS:** KZAM, KNX, WIBZ, WRNW, KINK. **MEDIUMS:** KBPI, KEZY, KOME, KNCN. **PREFERRED TRACKS:** Ooo-*eee*.
SALES: *Fair in West; weak in all others.*

8 MOST ACTIVE

3 **JOHN LENNON/YOKO ONO • DOUBLE FANTASY • GEFFEN**
ADDS: None. **HOTS:** KINK, WBLM, KWST, KMET, WWWM, WBAB, KZOK, KZAM, WMMS, WKLS, KZEW, KEZY, KOME, WOUR, WIBZ, WRNW, KSJO, WKDF, WAAL, WIOQ, KROQ. **MEDIUMS:** WABX, KMGN, WLIR, WBCN, WCOZ. **PREFERRED TRACKS:** Woman, Wheels, Losing.
SALES: *Good to moderate in all regions.*

45 **LOVERBOY • COLUMBIA**
ADDS: None. **HOTS:** WMMS, WSHE, KZEW, KBPI, KOME, WCCC, KLOL, KSJO, WGRQ, WAAF, WWWM. **MEDIUMS:** WBLM, KMEL, WKLS, WIBZ, WCCC, KROQ, KNCN, KMET, KMGN. **PREFERRED TRACKS:** Turn Me Loose.
SALES: *Moderate to fair in all regions; strongest in West.*

LISTED ALPHABETICALLY BY ARTIST

LP Chart Position

85 **MANFRED MANN'S EARTH BAND • CHANCE • WARNER BROS.**
ADDS: None. **HOTS:** WBLM, KSHE, WRNW, KNCN, KZEL, KEZY, KOME, WOUR, WLIR, WAAF, KROQ. **MEDIUMS:** WABX, WLVQ, WWWM, WBAB, WMMS, WSHE, KZEW, KBPI, WCCC, WCOZ, WYDD, KSJO, WKDF, WAAL. **PREFERRED TRACKS:** For You, Stranded, Lies.
SALES: *Fair in Midwest and South; weak in others.*

123 **RANDY MEISNER • ONE MORE SONG • EPIC**
ADDS: None. **HOTS:** KZOK, WSHE, KEZY, WWWM, WLVQ, WABX, KINK. **MEDIUMS:** KZAM, WMMS, WKDF, KNCN, KMEL, WBLM. **PREFERRED TRACKS:** Hearts, Whiteshoes.
SALES: *Weak in West; moderate to fair in all others.*

80 **NAZARETH • THE FOOL CIRCLE • A&M**
ADDS: None. **HOTS:** None. **MEDIUMS:** WBAB, KZEL, WMMS, KEZY, KOME, WCCC, WGRQ, KNCN, WWWM, KMET, WLVQ, KSHE. **PREFERRED TRACKS:** Open.
SALES: *Fair in South and West; weak in others.*

#10 MOST ADDED

70 **TED NUGENT • INTENSITIES IN 10 CITIES • EPIC**
ADDS: KNCN, WAAL, WIBZ. **HOTS:** KZEL, WGRQ, WAAF, KMET, KMGN, WLVQ. **MEDIUMS:** WBAB, WSHE, KBPI, WCCC, KLOL, WWWM, WABX, KWST, WBLM. **PREFERRED TRACKS:** Open.
SALES: *Major breakouts in all regions; strongest in Midwest.*

35 **OUTLAWS • GHOST RIDERS • ARISTA**
ADDS: None. **HOTS:** WBLM, WBAB, WMMS, KOME, WCCC, WIBZ, WCOZ, KLOL, KSJO, WGRQ, WAAF, KNCN, KMET, KMGN, KWST. **MEDIUMS:** WKLS, WLIR, WWWM, WLVQ. **PREFERRED TRACKS:** Riders, Angels, Horses.
SALES: *Moderate in all regions.*

21 **THE ALAN PARSONS PROJECT • THE TURN OF A FRIENDLY CARD • ARISTA**
ADDS: None. **HOTS:** WABX, WBAB, KZOK, KNX, WMMS, KOME, WIBZ, KSJO, WKDF, WWWM, WLVQ. **MEDIUMS:** KZAM, WKLS, KZEW, KBPI, KEZY, KLOL, KROQ, KMGN. **PREFERRED TRACKS:** Games, Price.
SALES: *Good to moderate in all regions.*

159 **THE PLIMSOULS • PLANET/ELEKTRA**
ADDS: KMET, KNCN. **HOTS:** KNAC, KROQ. **MEDIUMS:** WSHE, KLOL, WWWM, KMGN. **PREFERRED TRACKS:** Now, When You, Hush.
SALES: *Fair in West; weak in all others.*

7 MOST ACTIVE

10 **THE POLICE • ZENYATTA MONDATTA • A&M**
ADDS: None. **HOTS:** KWST, KMGN, KMET, WHFS, WBAB, WBCN, KZEL, WMMS, WKLS, KZEW, KEZY, KOME, WLIR, KSJO, WNEW, KNAC, WAAL, WIOQ, KROQ, KNCN, WRNW, WWWM. **MEDIUMS:** WABX, KMEL. **PREFERRED TRACKS:** Don't Stand, De Do Do, Driven, Canary.
SALES: *Good to moderate in all regions.*

67 **RAINBOW • DIFFICULT TO CURE • POLYDOR/POLYGRAM**
ADDS: KBPI. **HOTS:** WCCC, WCOZ, WYDD, KLOL, WAAF, WLIR, KMGN. **MEDIUMS:** KWST, WBCN, WSHE, KOME, WAAL, WGRQ, KROQ, KNCN, WWWM, KMET, WLVQ, KSHE. **PREFERRED TRACKS:** I Surrender.
SALES: *Moderate in all regions; strongest in West.*

4 MOST ACTIVE

1 **REO SPEEDWAGON • HI INFIDELITY • EPIC**

ADDS: None. **HOTS:** WBLM, KWST, WABX, WLVQ, KMGN, KMET, WWWM, WRNW, WIOQ, WGRQ, WAAL, WBAB, KZOK, WBCN, WMMS, WKLS, WSHE, KZEW, KBPI, KEZY, KOME, WCCC, WIBZ, WCOZ, WYDD, KLOL, KSJO, WNEW, WKDF. **MEDIUMS:** KROQ, WLIR. **PREFERRED TRACKS:** Let Him Go, On The Run, Keep On, Tough Guys.
SALES: *Good in all regions.*

130 **THE RINGS • MCA**
ADDS: None. **HOTS:** WBCN, WOUR, WCOZ, WAAF, WBLM. **MEDIUMS:** WSHE, KOME, WAAL, KROQ, WLIR, KMGN. **PREFERRED TRACKS:** Let Me Go.
SALES: *Fair in East; weak in all others.*

LP Chart Position

52 **TODD RUNDGREN • HEALING • BEARSVILLE**
ADDS: None. **HOTS:** WBAB, WMMS, KEZY, WIBZ, WLIR, WAAL, WRNW, WWWM. **MEDIUMS:** WBCN, WKLS, WCCC, WGRQ, KNCN, WHFS, WLVQ. **PREFERRED TRACKS:** Healer, Compassion, Healing 3.
SALES: *Moderate to fair in all regions; strongest in Midwest.*

9 MOST ACTIVE

11 **RUSH • MOVING PICTURES • MERCURY/POLYGRAM**
ADDS: None. **HOTS:** KWST, KSHE, WLVQ, KMGN, WWWM, WLIR, KNCN, WBAB, WBCN, WMMS, WKLS, WSHE, KZEW, KOME, WCCC, WIBZ, WCOZ, KLOL, WGRQ, WAAF. **MEDIUMS:** WBLM, WABX, KMET, KZEL, KBPI, KSJO, WKDF, WAAL, KROQ. **PREFERRED TRACKS:** Limelight, Tom Sawyer, Signs.
SALES: *Good to moderate in all regions.*

— **THE SEARCHERS • LOVE'S MELODIES • SIRE**
ADDS: KNAC, KZEL, KZOK. **HOTS:** WLIR, WRNW. **MEDIUMS:** KSJO, WHFS. **PREFERRED TRACKS:** Melody, September.
SALES: *Weak initial response.*

142 **PHIL SEYMOUR • BOARDWALK**
ADDS: None. **HOTS:** WMMS, WSHE, WAAL. **MEDIUMS:** WBLM, WBAB, KZOK, KZEL, KEZY, KOME, WCCC, WIBZ, WCOZ, KSJO, KNAC, KROQ, WLIR, WWWM, KMET. **PREFERRED TRACKS:** Precious, Baby It's, Let Her.
SALES: *Weat in West; fair in all others.*

147 **SHERBS • THE SKILL • ATCO**
ADDS: WCOZ. **HOTS:** WOUR, WIBZ, WGRQ, WWWM, KSHE. **MEDIUMS:** WBAB, KZOK, KZEL, WSHE, KBPI, KOME, WCCC, KLOL, KSJO, WAAL, WAAF, KMGN, WBLM. **PREFERRED TRACKS:** Cindy, Crazy, The Skill.
SALES: *Weak in South; fair in all others.*

9 MOST ADDED

— **SHOT IN THE DARK • RSO**
ADDS: WWWM, WRNW, KEZY, WMMS. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.
SALES: *Just shipped.*

97 **GRACE SLICK • WELCOME TO THE WRECKING BALL • RCA**
ADDS: None. **HOTS:** KZEL, KSJO, WRNW, WBLM. **MEDIUMS:** WBAB, KEZY, KOME, WLIR, WGRQ, KROQ, KMET, KSHE. **PREFERRED TRACKS:** Sea, Mistreater, Wrecking Ball.
SALES: *Fair in East and Midwest; weak in others.*

— **RICK SPRINGFIELD • WORKING CLASS DOG • RCA**
ADDS: WABX, WAAF, WKDF. **HOTS:** KZEL, WOUR, WCCC. **MEDIUMS:** KNX, WBCN, WSHE, KBPI, WCOZ, KSJO, WAAL, WLVQ. **PREFERRED TRACKS:** Jessie's Girl, I've Done.
SALES: *Fair initial response in East and West.*

5 MOST ACTIVE

26 **BRUCE SPRINGSTEEN • THE RIVER • COLUMBIA**

ADDS: None. **HOTS:** WBLM, KWST, KMEL, WLVQ, WMGN, KMET, WWWM, WRNW, KNCN, KROQ, WIOQ, WAAF, WAAL, WBAB, KZAM, WBCN, WKLS, WSHE, KEZY, KOME, WOUR, WIBZ, WLIR, WCOZ, KLOL, KSJO, WNEW, WKDF. **MEDIUMS:** KSHE, KBPI, WCCC. **PREFERRED TRACKS:** Fade, Point Blank Cadillac, Ramrod, Ties, Title.
SALES: *Good to moderate in all regions.*

17 **STEELY DAN • GAUCHO • MCA**
ADDS: None. **HOTS:** KINK, KWST, KMEL, WWWM, WBAB, KZOK, KZAM, KNX, WMMS, KZEW, KEZY, KOME, WIBZ, WRNW, WKDF, WIOQ, KNCN. **MEDIUMS:** WBLM, KMGN, WKLS, KBPI, KROQ, WLIR. **PREFERRED TRACKS:** Nineteen, Time, Title, Babylon.
SALES: *Good to moderate in all regions.*

38 **ROD STEWART • FOOLISH BEHAVIOUR • WARNER BROS.**
ADDS: None. **HOTS:** KZAM, KZEW, KOME, WIBZ, KSJO, WIOQ, KMET, KMEL, KWST, WBLM. **MEDIUMS:** WBAB, KNX, KEZY, KMGN. **PREFERRED TRACKS:** Special, Gimme Wings, Passion, Dance With.
SALES: *Moderate to fair in all regions; weakest in Midwest.*

LP Chart Position

2 MOST ACTIVE

2 **STYX • PARADISE THEATER • A&M**

ADDS: None. **HOTS:** WBLM, KWST, WABX, KSHE, WLVQ, KMGN, KMET, WWWM, WRNW, KNCN, WIOQ, WAAF, WBAB, WBCN, WMMS, WKLS, WSHE, KZEW, KBPI, KEZY, KOME, WOUR, WCCC, WIBZ, WLIR, KLOL, KSJO, WKDF, WAAL, WGRQ. **MEDIUMS:** KROQ, WCOZ. **PREFERRED TRACKS:** Best Of, Too Much, Pennies, She Cares.
SALES: *Good in all regions.*

27 **JAMES TAYLOR • DAD LOVES HIS WORK • COLUMBIA**
ADDS: WLVQ, KNCN. **HOTS:** WBAB, KZOK, KZAM, KNX, KEZY, WRNW, WAAL, WWWM, KINK. **MEDIUMS:** WMMS, KZEW, KBPI, WKDF, WLVQ, WBLM. **PREFERRED TRACKS:** Her Town.
SALES: *Major breakouts in all regions.*

42 **.38 SPECIAL • WILD-EYED SOUTHERN BOYS • A&M**
ADDS: None. **HOTS:** KSHE, KMGN, KMET, WRNW, KNCN, KROQ, WBAB, KBPI, KOME, WOUR, WCCC, WIBZ, WLIR, WCOZ, KLOL, WAAL, WGRQ, WAAF. **MEDIUMS:** WLVQ, WWWM, WBCN, WKLS, WSHE, KSJO, WKDF. **PREFERRED TRACKS:** Hold On, First Time.
SALES: *Moderate to fair in all regions.*

1 MOST ADDED

— **PAT TRAVERS • RADIO ACTIVE • POLYDOR/POLYGRAM**

ADDS: WBLM, KWST, KMGN, WHFS, WBAB, WBCN, KZEL, WKLS, WSHE, KZEW, KOME, WCCC, WLIR, KLOL, KSJO, WNEW, WGRQ, KROQ, KNCN, WRNW, WWWM. **HOTS:** None. **MEDIUMS:** WLIR, KLOL. **PREFERRED TRACKS:** New Age, My Life.
SALES: *Just shipped.*

4 MOST ADDED

82 **ROBIN TROWER • B.L.T. • CHRYSALIS**

ADDS: KMET, WAAF, WGRQ, WKDF, WYDD, WIBZ, KBPI, WSHE. **HOTS:** WBAB, KXEL, WCCC, WLIR, KROQ, WRNW, WWWM. **MEDIUMS:** KZEW, KEZY, WOUR, KSJO, KNCN, WLVQ, WBLM. **PREFERRED TRACKS:** Open.
SALES: *Moderate breakouts in all regions.*

128 **U2 • BOY • ISLAND**
ADDS: KNCN. **HOTS:** WBCN, WRNW, WHFS. **MEDIUMS:** WMMS, WSHE, WCCC, KNAC, KROQ, WLIR, WWWM, WBLM. **PREFERRED TRACKS:** I Will Follow, Out Of Control.
SALES: *Weak in South; fair in all others.*

1 MOST ACTIVE

16 **STEVE WINWOOD • ARC OF A DIVER • ISLAND**

ADDS: None. **HOTS:** KINK, KMEL, WLVQ, WHFS, WWWM, WRNW, KNCN, KROQ, WIOQ, WAAF, WGRQ, WAAL, WKDF, KSJO, KLOL, WBAB, KZOK, KZAM, KNX, WBCN, WMMS, WKLS, WSHE, KZEW, KEZY, KOME, WOUR, WCCC, WIBZ, WLIR, WCOZ, WYDD. **MEDIUMS:** WBLM, KWST, KMGN. **PREFERRED TRACKS:** Chance, Arc, Train, Dancer.
SALES: *Good to moderate in all regions.*

87 **XTC • BLACK SEA • VIRGIN/RSO**
ADDS: WSHE. **HOTS:** KROQ, WLIR, WHFS. **MEDIUMS:** WBAB, WBCN, WMMS, KBPI, KOME, KNAC, WGRQ, WWWM. **PREFERRED TRACKS:** Generals.
SALES: *Fair in Midwest; weak in all others.*

LAST WEEK	THIS WEEK			WEEKS ON CHART
1	1	**WOMAN**	JOHN LENNON	10
4	2	**RAPTURE**	BLONDIE	8
2	3	**KEEP ON LOVING YOU**	REO SPEEDWAGON	17
3	4	**9 TO 5**	DOLLY PARTON	16
5	5	**THE BEST OF TIMES**	STYX	9
8	6	**CRYING**	DON McLEAN	9
6	7	**CELEBRATION**	KOOL & THE GANG	21
9	8	**HELLO AGAIN (LOVE THEME FROM 'THE JAZZ SINGER')**	NEIL DIAMOND	8
13	9	**KISS ON MY LIST**	DARYL HALL & JOHN OATES	9
10	10	**TREAT ME RIGHT**	PAT BENATAR	10
12	11	**THE WINNER TAKES IT ALL**	ABBA	18
11	12	**THE TIDE IS HIGH**	BLONDIE	19
7	13	**I LOVE A RAINY NIGHT**	EDDIE RABBITT	20
16	14	**WHAT KIND OF FOOL**	BARBRA STREISAND & BARRY GIBB	8
17	15	**HEARTS ON FIRE**	RANDY MEISNER	9
20	16	**MORNING TRAIN (NINE TO FIVE)**	SHEENA EASTON	6
19	17	**DON'T STAND SO CLOSE TO ME**	THE POLICE	7
21	18	**WHILE YOU SEE A CHANCE**	STEVE WINWOOD	7
15	19	**A LITTLE IN LOVE**	CLIFF RICHARD	15
22	20	**FADE AWAY**	BRUCE SPRINGSTEEN	7
25	21	**JUST THE TWO OF US**	GROVER WASHINGTON	7
23	22	**AH! LEAH!**	DONNIE IRIS	15
24	23	**LIVING IN A FANTASY**	LEO SAYER	9
27	24	**SOMEBODY'S KNOCKIN'**	TERRI GIBBS	10
29	25	**ANGEL OF THE MORNING**	JUICE NEWTON	5
34	26	**I CAN'T STAND IT**	ERIC CLAPTON	4
33	27	**DON'T STOP THE MUSIC**	YARBROUGH & PEOPLES	8
18	28	**GAMES PEOPLE PLAY**	THE ALAN PARSONS PROJECT	16
31	29	**PRECIOUS TO ME**	PHIL SEYMOUR	10
36	30	**BEING WITH YOU**	SMOKEY ROBINSON	5

PRIME MOVER

LAST WEEK	THIS WEEK			WEEKS ON CHART
35	31	**JUST BETWEEN YOU AND ME**	APRIL WINE	7

ADDS: WNCI, KNUS-34. **JUMPS:** 96KX 28 To 25, KOFM 26 To 23, WGCL 20 To 16, KFMD 24 To 21, WDRQ 22 To 18, 94Q 30 To 26, WRFC 25 To 22, WTIX 35 To 30, WBBQ 27 To 18, WHHY 26 To 22, WAXY 24 To 21, WMC-FM 12 To 7, WSPT Ex To 26, WRJZ Ex To 28, KENO 27 To 21, WCAO 28 To 21, CKLW 20 To 17, KERN 25 To 21, WKBO 20 To 17, WKXX 17 To 14, KIMN 27 To 24, WPGC 17 To 12, KRBE 24 To 21, Z93 27 To 21, Y103 13 To 10, JB105 29 To 23, WRVQ Ex To 23, WAYS 23 To 20, KTLK 28 To 23, 92Q 26 To 22, WPRO-FM Ex To 23, KJRB 25 To 19, WIKS 32 To 29, KMJK-FM 27 To 22.
SALES: Moderate in the Midwest and South. Fair in the East. Weak in the West.

HIT BOUND

LAST WEEK	THIS WEEK			WEEKS ON CHART
39	32	**HER TOWN TOO**	JAMES TAYLOR & J.D. SOUTHER	2

ADDS: KRQ-29, 96KX, KVIL, KFYE-25, WAXY, WZZP, WIFI-26, WACO, WZUU-27, WISM-28, WBEN-FM-37, KTSA, WPRO-FM, F105, BJ105-38, WLS, KFI, WBBF-25. **JUMPS:** KOPA 29 To 26, WFLB 35 To 29, WRJZ 30 To 25, WMC-FM 25 To 18, WRKO 24 To 18, KFMD Ex To 27, WAYS 27 To 22, WKXX 23 To 19, KDWB 19 To 15, WGSV 28 To 22, 14Q 30 To 26, WOFM 28 To 25, KCPX Ex To 30, KC101 25 To 20, 92Q 30 To 25, WOW 22 To 17, WDRQ Ex To 27, JB105 Ex To 32, WWKX 30 To 26, KSLQ 25 To 19, Q102 35 To 29, WZZR Ex To 30, KRAV 23 To 18, KJR Ex To 28, WRFC 31 To 28, WAKY 29 To 26, KJRB 28 To 25, KERN 28 To 23, WHHY 28 To 20, KXOK 25 To 20, KMJK-FM Ex To 29, KIMN Ex To 28, WSPT Ex To 29, WTIX Ex To 23, WNCI 24 To 21, WFIL Ex To 26, KYXX 28 To 18, 92X 25 To 22, WGCL Ex To 27, Z93 29 To 25, WSEZ 33 To 25, WOKY Ex To 26, 94Q Ex To 28, WRVQ 24 To 21, WPGC 26 To 21, WANS Ex To 26, WQXI Ex To 28, WICC 30 To 24, WTRY Ex To 26, Q105 18 To 15, WBBQ Ex To 29, WHBQ 28 To 23.
SALES: Breakouts in all regions.

LAST WEEK	THIS WEEK			WEEKS ON CHART
14	33	**I AIN'T GONNA STAND FOR IT**	STEVIE WONDER	15
30	34	**GUITAR MAN**	ELVIS PRESLEY	9
26	35	**SMOKY MOUNTAIN RAIN**	RONNIE MILSAP	17
41	36	**AIN'T EVEN DONE WITH THE NIGHT**	JOHN COUGAR	8

ADDS: WZZR, KMJK-FM, Z93, WRVQ. **JUMPS:** KFMD 26 To 22, WBBQ 22 To 14, 14Q Ex To 29, KJR Ex To 27, WFRC 19 To 16, WGSV 18 To 14, WHHY 15 To 10, KSLQ 11 To 8, Y103 18 To 15, WAYS 29 To 24, WOKY 18 To 15, WANS 26 To 22, KRBE 26 To 23, JB105 27 To 21, KRAV 20 To 17, 94Q 17 To 13.
SALES: Fair in the Midwest and South, Weak in the West and East.

LAST WEEK	THIS WEEK			WEEKS ON CHART
32	37	**GIVING IT UP FOR YOUR LOVE**	DELBERT McCLINTON	16
28	38	**SAME OLD LANG SYNE**	DAN FOGELBERG	15
37	39	**(JUST LIKE) STARTING OVER**	JOHN LENNON	21
46	40	**HOW 'BOUT US**	CHAMPAIGN	6

ADDS: KOPA, WNCI. **JUMPS:** WRFC 28 To 25, WMC-FM 20 To 17, WHHY 22 To 17, KC101 30 To 26, KYYX 25 To 22, WFIL 28 To 22, Y103 22 To 18, KRTH Ex To 27, WIKS Ex To 35, WHBQ 25 To 22, WTIX 15 To 9, 92Q 11 To 7, Q105 16 To 12, KSLQ 13 To 9, WRJZ Ex To 29, KFI 29 To 26, KJRB Ex To 30, 94Q 18 To 15, WQXI 21 To 16.
SALES: Fair in the South and East.

LAST WEEK	THIS WEEK			WEEKS ON CHART
53	41	**IT'S A LOVE THING**	WHISPERS	5

ADDS: WCAO, WPGC-28, KFI, WAXY, WSGA-33, WICC, KEEL, KNUS-31. **Day-Part:** WAYS. **JUMPS:** WTIX Ex To 37, CKLW Ex To 20, WGCL Ex To 29, WBBQ Ex To 28, WWKX Ex To 30, KSFX 19 To 16, WIFI 30 To 27, KRTH 28 To 25, KFRC 28 To 21.
SALES: Good In the West. Fair In the East and South.

LAST WEEK	THIS WEEK			WEEKS ON CHART
40	42	**TOO TIGHT**	CON FUNK SHUN	9
48	43	**I LOVE YOU**	CLIMAX BLUES BAND	6

ADDS: WZZP, KOFM-29. **JUMPS:** 96KX 13 To 4, KRBE 18 To 15, KFMD 29 To 26, KCPX 19 To 14, WRFC 16 To 13, JB105 25 To 19, WHHY 23 To 19, KRAV 19 To 16, KYYX 15 To 10, KGW Ex To 24, WCAO Ex To 27, KERN 29 To 22, WKBO 28 To 24, KBEQ 22 To 17, Y103 25 To 22, 92Q 29 To 24, WISM Ex To 29, WGH 4 To 2, WTIX Ex To 31, WKXX 29 To 25.
SALES: Breakouts In the Midwest and South.

HIT BOUND

LAST WEEK	THIS WEEK			WEEKS ON CHART
60	44	**TIME OUT OF MIND**	STEELY DAN	2

ADDS: WKBW, 14Q, WRJZ, WOW-22, JB105-31, Q102-34, KMJK-FM, WHHY, WGCL, WZZP, WQXI, WKBO-30, WBBQ-27, WPGC-29, KIMN, WPRO-FM, KRTH, F105, KSTP-FM, KOFM-30, KSLQ, WAKY-29, WTIX. **JUMPS:** KOPA Ex To 25, KERN 30 To 26, 96KX 14 To 11, WFIL Ex To 29, KFMD Ex To 29, WIFI Ex To 28, WRFC Ex To 31, WRVQ Ex To 24, WSPT 26 To 23, WICC 29 To 26, KYYX 30 To 26, WBEN-FM 34 To 30, WCAO Ex To 24, WKXX 30 To 26, KTLK 34 To 29, 94Q 21 To 17, WMC-FM 24 To 19, WWKX 27 To 22.
SALES: Breakouts in the Midwest.

LAST WEEK	THIS WEEK			WEEKS ON CHART
51	45	**WHO DO YOU THINK YOUR FOOLIN'**	DONNA SUMMER	5

ADDS: 14Q-30, F105, KCPX, JB105, KFRC. **JUMPS:** KOPA 22 To 19, WOW 20 To 16, KYYX Ex To 28, WSEZ 35 To 27, WTRY Ex To 30, Y103 31 To 27, WAYS Ex To 28, WKBW 27 To 24, BJ105 24 To 19, KENO Ex To 28, KSLQ Ex To 25.

LAST WEEK	THIS WEEK			WEEKS ON CHART
42	46	**STAYING WITH IT**	FIREFALL with LISA NEMZO	9
38	47	**HEY NINETEEN**	STEELY DAN	17
43	48	**(GHOST) RIDERS IN THE SKY**	OUTLAWS	10

CASH SMASH

LAST WEEK	THIS WEEK			WEEKS ON CHART
59	49	**WALKING ON THIN ICE**	YOKO ONO	4

SALES: Good in all regions.

LAST WEEK	THIS WEEK			WEEKS ON CHART
55	50	**TURN ME LOOSE**	LOVERBOY	7

ADDS: KJR, KSFX. **JUMPS:** WHHY 17 To 14, KTLK 26 To 21, KJRB 21 To 17, WGCL 28 To 25, KENO 28 To 22.
SALES: Fair in the West, Midwest and South, Weak in the East.

LAST WEEK	THIS WEEK			WEEKS ON CHART
44	51	**BACK IN BLACK**	AC/DC	15
62	52	**MISTER SANDMAN**	EMMYLOU HARRIS	3

ADDS: WZZR, WOKY, CKLW-26, WKXX, KC101-30, KWKN. **JUMPS:** WHHY Ex To 29, KRTH 30 To 26, KYYX Ex To 30, WICC Ex To 29, WFLB Ex To 30, WHBQ 30 To 25, WAYS 30 To 27, WGSV 30 To 25, WAKY 31 To 27, WKBW Ex To 20, WRJZ 27 To 21, KOPA 24 To 17, KJRB 20 To 15, WQXI 25 To 22, 94Q 29 To 25, Z93 25 To 22.
SALES: Moderate in the West and Midwest.

LAST WEEK	THIS WEEK			WEEKS ON CHART
47	53	**SEVEN BRIDGES ROAD**	EAGLES	13

"ELVIRA"
(MCA-51084)
the Oak Ridge Boys
NEW TOP 40/AC SINGLE
FROM THE SOON TO BE RELEASED ALBUM
"FANCY FREE"
ON
MCA RECORDS
PRODUCED BY RON CHANCEY

ADIO CHART

TOP 100 SINGLES
March 21, 1981

LAST WEEK	THIS WEEK			WEEKS ON CHART
61	54	**WASN'T THAT A PARTY**	THE ROVERS	5
		ADDS: WGH, WDRQ-15, BJ105, WIFI. **JUMPS:** KFMD Ex To 24, WSPT 18 To 7, WKBW Ex To 8, WGCL 22 To 14, WBEN-FM 11 To 3. **SALES:** Moderate in the Midwest.		
65	55	**SWEETHEART**	FRANKE & THE KNOCKOUTS	3
		ADDS: KSLQ, KOPA, KFMD, WSEZ, WDRQ, WZZR, WTIX, KRBE, JB105-34, KRQ, KIMN, 92Q. **Day-Part** WAYS. **JUMPS:** Y103 Ex To 37, WISM Ex To 30, WSGN Ex To 24, WRJZ Ex To 30, WKXX Ex To 28, 94Q 25 To 18, WBBQ 28 To 20, Z93 Ex To 26, WIFI Ex To 30, WRVQ Ex To 25, WBEN-FM 39 To 33.		
45	56	**HEARTBREAK HOTEL**	THE JACKSONS	16
49	57	**LOVE ON THE ROCKS**	NEIL DIAMOND	21
50	58	**TOGETHER**	TIERRA	20

HIT BOUND

—	59	**YOU BETTER YOU BET**	THE WHO	1
		ADDS: 96KX, WTRY, KFMD, WPGC-30, WKBO-29, KIMN, KERN-29, WWKX, WBBQ, KRQ, Q102-35, WSPT, KYYX, WIKS, WDRQ, WANS-29, WRJZ, BJ105, CKLW, KDWB-22, WKXX, WLS, KRBE, JB105-33, KTLK, KMJK-FM, WRVQ, WICC-23, KBEQ-32, KSFX, **Day-Part:** KJRB, WOW. **SALES:** Just shipped.		
66	60	**THE PARTY'S OVER (HOPELESSLY IN LOVE)**	JOURNEY	4
		ADDS: Q102 32 To 28, WSPT Ex To 28, WIKS 20 To 15, WDRQ 12 To 10, CKLW 22 To 13, WKXX Ex To 30, WWKX Ex To 29, KFRC 36 To 27, WBEN-FM 33 To 27. **SALES:** Moderate in the Midwest. Fair in the South.		

HIT BOUND

—	61	**TOO MUCH TIME ON MY HANDS**	STYX	1
		ADDS: WSGA-32, JB105, WICC-25, KFI, WSPT, KTLK, WSEZ-35, KSLQ, WTRY, WRQX, KRQ-30, WBEN-FM 40, WBBQ-26, KTSA, WWKX, WPRO-FM, KENO, WSGN, KJR, Q105-25, KERN-30, WKXX, Z93, WLS, WRVQ, KRBE-30. **Day-Part** 92Q. KJRB, WOW, Y103. **JUMPS:** 96KX 27 To 21. **SALES:** Just shipped.		
63	62	**MEDLEY: YESTERDAY ONCE MORE/ NOTHING REMAINS THE SAME**	SPINNERS	5
		ADDS: WSEZ-32. **JUMPS:** WRFC 23 To 20, WFLB 24 To 19, WTIX Ex To 38.		

HIT BOUND

—	63	**TAKE IT ON THE RUN**	R.E.O. SPEEDWAGON	1
		ADDS: WBBQ-25, 94Q-27, WNCI, WIKS, WDRQ, WTIX, 92X-25, KFMD, 96KX, WRFC, WSPT, KYYX, WANS-30, Q105-26, KDWB-21, WKXX, KRQ, KTLK, WLS, WWKX, KSFX, Z93, WICC-28, WRQX. **Day-Part** 92Q. **JUMPS:** KJRB Ex To 29, WTRY Ex To 29, KRBE Ex To 29, WSGA 34 To 31. **SALES:** Just shipped.		
70	64	**RUNNING SCARED**	THE FOOLS	3
		ADDS: WHHY, KEEL. **JUMPS:** WFLB 33 To 27, WSGN Ex To 25, JB105 31 To 26. **SALES:** Breakouts in the West and East.		
69	65	**IT'S MY JOB**	JIMMY BUFFETT	6
		ADDS: WHHY. **JUMPS:** WFLB 31 To 26, Y103 30 To 23, WAYS Ex To 29, WTIX Ex To 40, WRJZ 20 To 12, KCPX Ex To 38, WQXI 17 To 14, KEEL Ex To 34.		
78	66	**A WOMAN NEEDS LOVE (JUST LIKE YOU DO)**	RAY PARKER JR. & RAYDIO	3
		ADDS: WCAO, WSEZ, WTRY, Y103, WTIX, WKXX, WGCL, KENO, KERN, WFIL, WHBQ. **JUMPS:** WRFC Ex To 30, WPGC 28 To 24, WSGN Ex To 27, KJRB 30 To 27, WWKX Ex To 28, WSGA 27 To 17, WGSV Ex To 27, 92Q Ex To 27. **SALES:** Breakouts in the East.		
74	67	**HOLD ON LOOSELY**	.38 SPECIAL	3
		ADDS: WSEZ-33, WBEN-FM-38, **Day-Part** KJRB. **JUMPS:** 96KX Ex To 31, WSPT 30 To 27, Y103 36 To 29, BJ105 32 To 29, WKXX 26 To 21, KTLK Ex To 40, KENO Ex To 29, 92Q Ex To 29. **SALES:** Fair in the South.		
71	68	**CH CH CHERIE**	THE JOHNNY AVERAGE BAND	4
		ADDS: KTLK. **JUMPS:** WTIX Ex To 39, JB105 35 To 30, WBBQ 16 To 12, WBEN-FM 38 To 34.		
75	69	**HOLD ON**	BADFINGER	4
		ADDS: WSEZ, BJ105. **JUMPS:** KCPX Ex To 40.		
54	70	**AND LOVE GOES ON**	EARTH, WIND & FIRE	7
83	71	**ME (WITHOUT YOU)**	ANDY GIBB	2
		ADDS: WRFC, WHHY, WFLB-33, WZZR, WGCL, WFIL, KSTP-FM, WGSV, WZUU. **JUMPS:** Y103 40 To 35, WSGN Ex To 26, KCPX Ex To 29, KEEL Ex To 35, WBEN-FM 40 To 36.		
80	72	**SUKIYAKI**	TASTE OF HONEY	3
		ADDS: WSEZ, WOKY. **JUMPS:** WCAO 30 To 25, WFLB 27 To 23, KCPX 30 To 23, KFI Ex To 29, KRTH 21 To 8, WGSV Ex To 28. **SALES:** Moderate in the West. Fair in the East.		
56	73	**FANTASTIC VOYAGE**	LAKESIDE	8
—	74	**LIVING INSIDE MYSELF**	GINO VANNELLI	1
		ADDS: KFMD, 94Q, WRFC, WSPT, WISM, WPGC-27, WRJZ, WSGN, WAYS, Y103, WANS, CKLW, WKXX, KRAV, WBBQ, WWKX, KRTH, WAXY, WRVQ, WSGA-34. **SALES:** Just shipped.		
88	75	**I MISSED AGAIN**	PHIL COLLINS	2
		ADDS: KMFD, WOW-20, KYYX, Y103, WISM, WDRQ, WOKY, WWKX, WFIL, WZUU. **JUMPS:** 96KX Ex To 28, WSPT Ex To 30, WSEZ 30 To 26, WICC Ex To 30.		
89	76	**LONELY TOGETHER**	BARRY MANILOW	2
		ADDS: KOPA, WOW-20, WRFC, WTRY, Y103, WGH, WSGN, KFI, WBBF-23, WIFI-29, WGSV. **JUMPS:** KYYX Ex To 29, WFLB Ex To 31, WAYS Ex To 30, KCPX Ex To 28, KVIL Ex To 25, WFIL 26 To 23.		
52	77	**HIT ME WITH YOUR BEST SHOT**	PAT BENATAR	25
82	78	**LOVERS AFTER ALL**	MELISSA MANCHESTER & PEABO BRYSON	3
		ADDS: WFLB-35, WHBQ-30. **JUMPS:** WTIX 32 To 28, WOKY Ex To 23, WAXY 27 To 23.		
86	79	**LIMELIGHT**	RUSH	2
		ADDS: KBEQ-34, **Day-Part** 92Q. **JUMPS:** WIKS 34 To 30, WKXX Ex To 29. **SALES:** Breakouts in the Midwest.		
64	80	**ANOTHER ONE BITES THE DUST**	QUEEN	32
57	81	**LADY**	KENNY ROGERS	25
84	82	**LET ME GO**	THE RINGS	5
		ADDS: KCPX. **JUMPS:** WPRO-FM 21 To 18.		
72	83	**KEEP THIS TRAIN A-ROLLIN'**	THE DOOBIE BROTHERS	5
77	84	**GUILTY**	BARBRA STREISAND & BARRY GIBB	21
67	85	**FLASH'S THEME AKA FLASH**	QUEEN	10
—	86	**RIGHT AWAY**	HAWKS	1
		ADDS: WSEZ, KRBE, WGCL. **JUMPS:** JB105 33 To 29, Y103 Ex To 40, BJ105 Ex To 40. **ON:** 96KX, WFIL, KCPX.		
58	87	**PASSION**	ROD STEWART	18
92	88	**GAMES**	PHOEBE SNOW	3
		ADDS: WTIX, WBBQ. **JUMPS:** WHHY 30 To 27, 94Q Ex To 30.		
—	89	**LOVE YOU LIKE I NEVER LOVED BEFORE**	JOHN O'BANION	1
		ADDS: KYYX, WKBW, KJRB, KJR, WBBQ, 94Q, WICC.		
—	90	**SOMEBODY SPECIAL**	ROD STEWART	1
		ADDS: WAYS, WGSV. **JUMPS:** WKXX 27 To 23, 94Q 27 To 24, WWKX Ex To 27, WSGA 25 To 18. **ON:** WHHY, WRFC, WANS, KRBE.		
76	91	**LIPSTICK**	SUZI QUATRO	8
73	92	**SHINE ON**	L.T.D.	19
68	93	**MISS SUN**	BOZ SCAGGS	17
95	94	**BON BON VIE (GIMME THE GOOD LIFE)**	T.S. MONK	3
		JUMPS: WTIX 38 To 34.		
99	95	**I HAVE THE SKILL**	SHERBS	2
		ADDS: WSGN, KCPX. **JUMPS:** WHHY Ex To 28, WSPT 28 To 24, Y103 Ex To 39.		
81	96	**DE DO DO DO DE DA DA DA**	THE POLICE	22
98	97	**WHERE'S YOUR ANGEL**	LANI HALL	2
		JUMPS: WCAO 29 To 26.		
90	98	**BURN RUBBER**	GAP BAND	5
85	99	**TIME IS TIME**	ANDY GIBB	18
79	100	**EVERY WOMAN IN THE WORLD**	AIR SUPPLY	22

LOOKING AHEAD

IF I WAS A DANCER — ROLLING STONES
ADDS: WDRQ, KBEQ-25, WANS, CKLW.

HOOKED ON MUSIC — MAC DAVIS
ADDS: KFMD, WSEZ. **JUMPS:** WHHY 27 To 23, WFLB Ex To 32. **ON:** wgsv.

TO LOVE AGAIN — DIANA ROSS
ADDS: WGH, WFIL.

CASH SMASH—denotes significant sales activity.
PRIME MOVER—denotes significant radio activity.
HIT BOUND—denotes immediate radio acceptance.

Garland Jeffreys

On Epic Records & Tapes

Makes His Escape To Top 40 Radio With His **New Smash Single**

"96 Tears"
(19-51008)

From His Hit Album **"Escape Artist"**
(36983)

Garland Jeffreys Upcoming U.S. Tour Starting April, 1981

Nominees Named For 16th Annual 'Hat' Awards Show

(continued from page 8)

of the Year and the Country Nightclub of the Year will be announced during the broadcast.

The final nominees for "Hat" awards are:

Entertainer of the Year — Barbara Mandrell, Willie Nelson, Dolly Parton, Eddie Rabbitt and Kenny Rogers.

Top Male Vocalist — George Jones, Ronnie Milsap, Eddie Rabbitt, Kenny Rogers and Don Williams.

Top Female Vocalist — Lacy J. Dalton, Crystal Gayle, Emmylou Harris, Barbara Mandrell and Dolly Parton.

Top Vocal Group — Alabama, Charlie Daniels Band, Larry Gatlin & The Gatlin Brothers, Oak Ridge Boys and Statler Brothers.

Top Vocal Duet — Moe Bandy & Joe Stampley, The Bellamy Brothers, Jim Ed Brown & Helen Cornelius, Kenny Rogers & Kim Carnes and Conway Twitty & Loretta Lynn.

Top New Male Vocalist — Ed Bruce, Leon Everette, Don King, Johnny Lee and Steve Wariner.

Top New Female Vocalist — Kim Carnes, Terri Gibbs, Reba McIntyre, Sissy Spacek and Sylvia.

Single Record of the Year (award presented to artist(s), producer(s) and record company) — "Drivin' My Life Away" (Eddie Rabbitt on Elektra), "He Stopped Loving Her Today" (George Jones on Epic), "I Believe In You" (Don Williams on MCA), "Looking For Love" (Johnny Lee on Full Moon/Asylum) and "Nine To Five (Dolly Parton on RCA).

Song of the Year (award presented to artist(s), composer(s) and publisher(s)) — "He Stopped Loving Her Today" (Jones), "I Believe In You" (Williams), "Lady" (Kenny Rogers on Liberty), "Lookin' For Love" (Lee) and "Nine To Five" (Parton).

Album of the Year (award presented to artist(s), producer(s) and record company) — *Coal Miner's Daughter* (soundtrack on MCA), "Greatest Hits" (Rogers on Liberty), "I Believe In You" (Williams on MCA), "There's A Little Bit Of Hank In Me" (Charley Pride on RCA) and *Urban Cowboy* (soundtrack on Full Moon/Asylum).

Motion Picture of the Year (award presented to producers) — *Coal Miner's Daughter*, *The Gambler*, *Honeysuckle Rose*, *Nine To Five* and *Urban Cowboy*.

Executive producer of the telecast is Dick Clark.

12th Country Radio Seminar Offers Diverse Topics

by Jennifer Bohler

NASHVILLE — In the midst of one of its healthiest years ever, country radio representatives gathered at the Hyatt Regency here March 12-14 for the annual Country Radio Seminar, which this year attracted an estimated 425 participants from across the United States and parts of Canada.

Though past seminars have striven to be educational tools for the medium, this year's took on a more academic air, with an emphasis on excellent and informative panel topics and panelists.

"Looking at the agenda, you'll see that we are growing into a total academic seminar," agenda chairman Kim Pyle told **Cash Box**. "I think, in the beginning, the seminar was designed primarily for programmers, and it dealt with issues that concerned them. We

(continued on page 31)

CELEBRATING A SONG — *Chappell Music in Nashville recently hosted a #1 party for songwriters Rory Bourke, Charlie Black and Jerry Gillespie in celebration of their #1 song, "Do You Love As Good As You Look," which was recorded by the Bellamy Brothers. Pictured* ***standing*** *in ASCAP/Nashville's offices are, back row (l-r): Henry Hurt, Chappell; Black; Connie Bradley, ASCAP; and Frank Jones, Warner Bros., Nashville. Pictured* ***seated*** *are Bourke and Gillespie.*

Artist Cash And Producer Sherrill Have Teamed For The First Time On Record

by Jim Sharp

NASHVILLE — There are many interesting aspects to Columbia recording artist Johnny Cash's latest single, "The Baron," the most unique being that it marks the first teaming of Cash and producer Billy Sherrill. Although Sherrill has been producing CBS artists for 17 years, with Cash recording with CBS for 22 years, the two have never before joined forces for a record.

According to Sherrill, the reason for this had been that he (Sherrill) "hadn't found the right song for John." Sherrill added that when he and co-writers Paul Richey and Jerry Taylor completed this song, he knew it would be perfect for Cash. "We went in and quickly recorded it because we felt so strongly about it," he said.

Cash seems to concur. " 'The Baron' is the best song I've heard in years," he said. "I respect Billy Sherrill very much as a producer and an album with him is a possibility."

Cash has worked with a number of producers over the years (**Cash Box** *Salute To Johnny Cash*, June 14, 1980) — from the early years with Sam Phillips and Jack Clement to more recent recordings with Larry Butler and Earl Poole Ball. Other producers Cash has worked with include Don Law, Frank Jones, Bob Johnston, Charlie Bragg, Gary Klein, Don Davis, Rodney Crowell, Nick Lowe, Jack Routh and Brian Ahern.

Cash's latest single, which entered the **Cash Box** Country Singles chart this week at #75 bullet, could also be yet another testimony to the apparent longevity of a country artist — it has long been a belief that country music fans are more loyal to that genre's artists than fans of other musical forms.

Up-And-Down Career

Cash's career, like many artists who have been in the business so long, has experienced a roller coaster effect over the span of 25-plus years. From a string of hits on Sun Records in the late '50s, Cash's career seemed to be on the downbeat in the early '60s, with no release able to top the success of such '50s classics as "Hey Porter," "I Walk The Line" and "Ballad of a Teenage Queen." The downhill trend was broken in April 1963 when Cash released "Ring of Fire," which put him back on the top of the charts. And in 1969, with the release of "A Boy Named Sue," he experienced his biggest hit yet, becoming the first artist to ever win five of the coveted Country Music Assn. (CMA) awards in one year.

From that point until 1976 and the release of "One Piece At A Time," Cash had many nationally charted records, but none of super strength. More than three years passed before Cash again experienced a #1 record, "Ghost Riders In The Sky," which attained that position on the **Cash Box** Country Singles chart the issue of Aug. 4, 1980.

Although initial response to the single has been quite favorable, it should be even further enhanced by the video Cash and Nashville-based Celebration Prod. recently completed. The project, which officially launched the video production company into the business, and required a 30-man crew, was assembled by the company's principals Jim Martin and Randy Hale. The storyline of the song follows a pool shark who unknowingly challenges his long lost son to a match. Filming was done in a WWII pool room, located in Lebanon, Tenn.

Cash will include the film in his upcoming Spring television special, as well as part of his live concert show.

Johnny Cash and Billy Sherrill

Gortikov Hits New Royalty Rate At Publisher's Meeting

(continued from page 13)

creased on albums in the future.

His reasoning for the first part of this prediction was based in the part of the ruling that concerns tune length. Basically, the new rate calls for four cents per tune, or ¾ cents per minute. If a song is five minutes or less, it will get four cents, but if it runs five minutes and one second, it becomes the equivalent of six minutes, or six times ¾ cents, or 4.5 cents per tune, he said. To control the overtime tune length royalty, record companies, he said, may have to choose to retain more of the creative right of the album in order to keep a lid on the aggregate cost of the music.

Fewer Songs

The economics of the situation, he said, would also have an effect on the number of tunes included on an album. Because of the overall cost factor, he predicted that the number of songs included on an album would decline over the years.

Though the bulk of Gortikov's speech was directed at the mechanical royalty rate, (defending the record companies' views), he did touch on the commonalities shared by the record companies and publishers. He stressed that the most important joint effort between the two factions is the fight against counterfeiting. He challenged publishers to become more involved in the fight against piracy. Charging that there has been little or no publisher money spent in the cause, he urged the publishers to start investing some "big bucks" in the battle. He said that while record companies spend over $1.8 million per year in anti-piracy efforts, publishers, through the National Music Publishers' Assn. (NMPA) a year ago committed $25,000 per year for three years to the cause.

He also asked for the support of the publishing community in the musicians' and vocalists' fight to secure a performance right and royalty through Congress.

Lauding the Nashville music community as a "fantastic matrix for creativity," Gortikov closed his 40-minute speech on a softer tone by saying "although I stand ready at any time to articulate our differences, I'm just as eager to sing the same tunes in chorus with you."

Warner Bros. Launches Major Markting Push

NASHVILLE — The Warner Bros. Records country music division is launching a major sales, merchandising and marketing campaign on behalf of some of its top country artists, including Emmylou Harris and T.G. Sheppard. The campaign, entitled the "Warner Bros. Spring Country Program," has been set to run from March 16 through April 10.

The campaign includes extensive advertising efforts in country radio and print outlets, incentives for dealer participation and a variety of merchandising materials, including specific items custom made for individual accounts. Artists featured are spearheaded by Harris, Sheppard and other key artists. The program will spotlight 10 albums including new releases by Sheppard and John Anderson, as well as selected titles from Harris' $5.98 LP catalog.

Warner Bros. is also releasing a special country sampler for in-store play, entitled "People Who Made Our Country Great," that will feature tracks by Gail Davies, the Bellamy Brothers, Anderson, Sheppard and Harris. Aside from offering special, custom-made end-cap and step down cards for participating accounts, the program will also offer other merchandising aids.

COUNTRY

TOP 75 ALBUMS

		Weeks On Chart	3/14
1	**9 TO 5 AND ODD JOBS** DOLLY PARTON (RCA AAL 1-3852)	16	1
2	**ROWDY** HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	7	2
3	**KENNY ROGERS GREATEST HITS** KENNY ROGERS (Liberty LOO 1072)	22	3
4	**HORIZON** EDDIE RABBITT (Elektra 6E-276)	36	5
5	**EVANGELINE** EMMYLOU HARRIS (Warner Bros. BSK 3508)	5	10
6	**GREATEST HITS** RONNIE MILSAP (RCA AHL 1-3722)	21	4
7	**SOMEBODY'S KNOCKIN'** TERRI GIBBS (MCA-5173)	7	8
8	**GUITAR MAN** ELVIS PRESLEY (RCA AAL1-3917)	6	9
9	**I BELIEVE IN YOU** DON WILLIAMS (MCA-5133)	31	6
10	**GREATEST HITS** WAYLON JENNINGS (RCA AHL 1-3378)	100	7
11	**GREATEST HITS** OAK RIDGE BOYS (MCA-5150)	20	11
12	**GREATEST HITS** ANNE MURRAY (Capitol SO-12110)	25	12
13	**ANY WHICH WAY YOU CAN** ORIGINAL SOUNDTRACK (Warner Bros./Viva HS-3499)	15	15
14	**BACK TO THE BARROOMS** MERLE HAGGARD (MCA-5139)	20	14
15	**I AM WHAT I AM** GEORGE JONES (Epic FE 36586)	27	17
16	**HONEYSUCKLE ROSE** ORIGINAL SOUNDTRACK (Columbia C236752)	29	13
17	**TWO'S A PARTY** CONWAY TWITTY & LORETTA LYNN (MCA-5178)	4	22
18	**LOVE IS FAIR** BARBARA MANDRELL (MCA-5136)	26	20
19	**STARDUST** WILLIE NELSON (Columbia JC 35305)	151	21
20	**FEELS SO RIGHT** ALABAMA (RCA AHL 1-3930)	1	—
21	**SOMEWHERE OVER THE RAINBOW** WILLIE NELSON (Columbia FC-36883)	1	—
22	**URBAN COWBOY** ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90002)	44	18
23	**REST YOUR LOVE ON ME** CONWAY TWITTY (MCA-5138)	22	26
24	**I'LL BE THERE** GAIL DAVIES (Warner Bros. BSK 3509)	7	24
25	**THE BEST OF EDDIE RABBITT** EDDIE RABBITT (Elektra 6E-235)	13	25
26	**LEATHER AND LACE** WAYLON AND JESSI (RCA AAL1-3931)	1	—
27	**GREATEST HITS** DAVE ROWLAND & SUGAR (RCA AHL 1-3915)	5	27
28	**LOOKIN' FOR LOVE** JOHNNY LEE (Asylum 6E-309)	20	19
29	**RAZZY** RAZZY BAILEY (RCA AHL 1-3688)	28	23
30	**SONGS OF THE SUN** BELLAMY BROTHERS (Warner/Curb BSK-3491)	15	28
31	**SMOKI'N SAILIN'** T.G. SHEPPARD (Warner/Curb BSK-3423)	28	31
32	**SAN ANTONIO ROSE** WILLIE NELSON & RAY PRICE (Columbia JC 36476)	41	33
33	**BETWEEN THIS TIME AND THE NEXT TIME** GENE WATSON (MCA MCA-5170)	2	42
34	**A TRIBUTE TO WILLIE & KRIS** RAY PRICE (Columbia JC-37016)	2	43
35	**TEXAS IN MY REAR VIEW MIRROR** MAC DAVIS (Casablanca/PolyGram NBLP 7239)	23	35
36	**THAT'S ALL THAT MATTERS TO ME** MICKEY GILLEY (Epic JE 36493)	34	36
37	**WHO'S CHEATIN' WHO** CHARLY McCLAIN (Epic JE-36760)	19	37
38	**I'LL NEED SOMEONE TO HOLD ME WHEN I CRY** JANIE FRICKE (Columbia JC 36820)	18	38
39	**MY HOME'S IN ALABAMA** ALABAMA (RCA AHL 1-3644)	38	16
40	**MUSIC MAN** WAYLON JENNINGS (RCA AHL 1-3602)	42	30
41	**GREATEST HITS** LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia JC 36488)	39	60
42	**WILD WEST** DOTTIE WEST (Liberty LT-1062)	3	45
43	**ONE MORE LAST CHANCE** RAY STEVENS (RCA AHL 1-3841)	3	44
44	**HEY JOE/HEY MOE** MOE BANDY AND JOE STAMPLEY (Columbia FC-37003)	1	—
45	**SEVEN YEAR ACHE** ROSANNE CASH (Columbia JC-36965)	1	—
46	**FULL MOON** CHARLIE DANIELS BAND (Epic FE-36571)	33	29
47	**DREAMLOVERS** TANYA TUCKER (MCA-5140)	22	47
48	**URBAN COWBOY II** VARIOUS ARTISTS (Full Moon/Epic SE-36921)	11	32
49	**ENCORE** MICKEY GILLEY (Epic JE-36851)	19	34
50	**STRAIGHT AHEAD** LARRY GATLIN (Columbia JC 36250)	45	50
51	**DIMENSIONS** RANDY BARLOW (Paid PLB-2002)	46	51
52	**ROSES IN THE SNOW** EMMYLOU HARRIS (Warner Bros. BSK-3422)	2	52
53	**ROCKABILLY** ORION (Sun 1021)	3	53
54	**JUICE** JUICE NEWTON (Capitol ST-12136)	2	54
55	**I'M COUNTRYFIED** MEL McDANIEL (Capitol ST-12116)	3	55
56	**COCONUT TELEGRAPH** JIMMY BUFFETT (MCA MCA-5169)	1	—
57	**THE BEST OF DON WILLIAMS: VOL. II** DON WILLIAMS (MCA 3096)	97	40
58	**THE BEST OF THE KENDALLS** THE KENDALLS (Ovation OV 1756)	16	56
59	**PORTER AND DOLLY** PORTER WAGONER and DOLLY PARTON (RCA AHL 1-3700)	19	39
60	**HARD TIMES** LACY J. DALTON (Columbia JC 36763)	43	41
61	**THESE DAYS** CRYSTAL GAYLE (Columbia JC 36512)	27	61
62	**SOUTHERN RAIN** MEL TILLIS (Elektra 6E-310)	16	46
63	**WILLIE AND FAMILY LIVE** WILLIE NELSON (Columbia KC-2-35642)	89	49
64	**SONGS I LOVE TO SING** SLIM WHITMAN (Epic/Cleveland Int'l. JE 36788)	24	64
65	**FOLLOWING THE FEELIN'** MOE BANDY (Columbia JC-36789)	17	65
66	**KILER COUNTRY** JERRY LEE LEWIS (Elektra 6E-291)	24	66
67	**HELP YOURSELF** LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia JC 36582)	23	73
68	**LOOKIN' GOOD** LORETTA LYNN (MCA 5148)	20	68
69	**THE GAMBLER** KENNY ROGERS (United Artists UA-LA 934-H)	119	59
70	**TEN YEARS OF GOLD** KENNY ROGERS (United Artists UA-LA 835-H)	150	70
71	**INVICTUS (MEANS) UNCONQUERED** DAVID ALLAN COE (Columbia JC-36970)	7	48
72	**A WOMAN'S HEART** CRYSTAL GAYLE (Liberty LOO 1080)	15	72
73	**FRIDAY NIGHT BLUES** JOHN CONLEE (MCA-5246)	38	62
74	**CLASSIC CRYSTAL** CRYSTAL GAYLE (United Artists LOO-982)	13	63
75	**IT'S THE WORLD GONE CRAZY** GLEN CAMPBELL (Capitol SOO-12124)	5	67

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Johnny Paycheck's classic tribute to his favorite singer/songwriter. Featuring guest appearances by **Merle Haggard and The Strangers,** and including these hit selections, **"I Can't Hold Myself In Line," "Yesterday's News Just Hit Home Today," "Turnin' Off A Memory,"** and **"I'll Leave The Bottle On The Bar."**

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CASH BOX TOP 100 COUNTRY

March 21, 1981

		Weeks On 3/14	Chart
1	**GUITAR MAN** ELVIS PRESLEY (RCA PB-12158)	2	10
2	**ANGEL FLYING TOO CLOSE TO THE GROUND** WILLIE NELSON (Columbia 1-11418)	1	11
3	**IF DRINKIN' DON'T KILL ME (HER MEMORY WILL)** GEORGE JONES (Epic 19-50968)	3	10
4	**WANDERING EYES** RONNIE McDOWELL (Epic 19-50962)	5	14
5	**DRIFTER** SYLVIA (RCA PB-12164)	6	10
6	**TEXAS WOMEN** HANK WILLIAMS, JR. (Elektra/Curb E-47102)	7	7
7	**THIRTY NINE AND HOLDING** JERRY LEE LEWIS (Elektra E-47095)	8	10
8	**OLD FLAME** ALABAMA (RCA PB-12169)	10	6
9	**WHAT I HAD WITH YOU** JOHN CONLEE (MCA 51044)	9	9
10	**PICKIN' UP STRANGERS** JOHNNY LEE (Full Moon/Asylum E-47105)	11	6
11	**YOU'RE THE REASON GOD MADE OKLAHOMA** DAVID FRIZZELL & SHELLY WEST (Warner Bros./Viva WBS-49650)	14	10
12	**A HEADACHE TOMORROW (OR A HEARTACHE TONIGHT)** MICKEY GILLEY (Epic 19-50973)	16	6
13	**FALLING AGAIN** DON WILLIAMS (MCA 51065)	22	5
14	**LOVIN' WHAT YOUR LOVIN' DOES TO ME** CONWAY TWITTY & LORETTA LYNN (MCA 51050)	15	8
15	**DO YOU LOVE AS GOOD AS YOU LOOK?** BELLAMY BROTHERS (Warner/Curb WBS-49639)	13	10
16	**I'M GONNA LOVE YOU BACK TO LOVING ME AGAIN** JOE STAMPLEY (Epic 19-50972)	17	10
17	**SOMETHIN' ON THE RADIO** JACKY WARD (Mercury/PolyGram 57044)	20	9
18	**LOVE IS FAIR/SOMETIME, SOMEWHERE, SOMEHOW** BARBARA MANDRELL (MCA 51062)	19	7
19	**CRYING** DON McLEAN (Millennium YB-11799)	21	9
20	**TAKE IT EASY** CRYSTAL GAYLE (Columbia 11-11436)	23	7
21	**LEONARD** MERLE HAGGARD (MCA 51048)	26	6
22	**REST YOUR LOVE ON ME/I AM THE DREAMER** CONWAY TWITTY (MCA 51059)	27	5
23	**I HAVE A DREAM** CRISTY LANE (Liberty 1396)	24	10
24	**HOOKED ON MUSIC** MAC DAVIS (Casablanca/PolyGram NB-2327)	30	5
25	**STORMS NEVER LAST** WAYLON & JESSI (RCA PB-12176)	34	5
26	**PERFECT FOOL** DEBBY BOONE (Warner/Curb WBS-49652)	31	7
27	**EVERY NOW AND THEN** BRENDA LEE (MCA 51047)	29	8
28	**PEACE OF MIND** EDDY RAVEN (Dimension DS-1017)	28	9
29	**IT DON'T GET NO BETTER THAN THIS** LARRY GATLIN & THE GATLIN BAND (Columbia 11-11438)	33	6
S	**SEVEN YEAR ACHE** ROSANNE CASH (Columbia 11-11426)	36	6
	ROLL ON MISSISSIPPI CHARLEY PRIDE (RCA PB-12178)	39	3
	TOO LONG GONE VERN GOSDIN (Ovation OV-1163)	32	10
S	**SOMEBODY LED ME AWAY** LORETTA LYNN (MCA 51058)	43	4
S	**MISTER SANDMAN** EMMYLOU HARRIS (Warner Bros. WBS-49684)	48	3
35	**ONE MORE LAST CHANCE** RAY STEVENS (RCA PB-12170)	40	6
	AM I LOSING YOU/HE'LL HAVE TO GO RONNIE MILSAP (RCA PB-12194)	—	1
	I LOVED 'EM EVERY ONE T.G. SHEPPARD (Warner/Curb WBS-49690)	47	2
38	**ARE WE DREAMIN' THE SAME DREAM?** CHARLIE RICH (Elektra E-47104)	44	6
39	**IT WAS YOU** BILLY "CRASH" CRADDOCK (Capitol P-4927)	41	7
40	**IF I KEEP ON GOING CRAZY** LEON EVERETTE (RCA PB-12177)	49	4
41	**MISTER PEEPERS** BILL ANDERSON (MCA 51052)	45	5
42	**IT'S A HEARTACHE** DAVE & SUGAR (RCA PB-12168)	42	7
43	**HEY JOE (HEY MOE)** MOE BANDY & JOE STAMPLEY (Columbia 11-60508)	53	2
44	**BLUE COLLAR BLUES** MUNDO EARWOOD (Excelsior SIS-1005)	52	6
45	**CAN I SEE YOU TONIGHT** TANYA TUCKER (MCA 51037)	4	14
46	**BETWEEN THIS TIME AND THE NEXT TIME** GENE WATSON (MCA 51039)	56	4
47	**WHAT'S NEW WITH YOU** CON HUNLEY (Warner Bros. WBS-49613)	12	15
48	**BRIDGE OVER BROADWAY** THE CAPITALS (Ridgetop R-01281)	58	3
49	**DOESN' ANYBODY GET HIGH ON LOVE ANYMORE** THE SHOPPE (NSD 80)	57	5
50	**PRIDE** JANIE FRICKE (Columbia 11-60509)	60	2
51	**YOUR GOOD GIRL'S GONNA GO BAD** BILLIE JO SPEARS (Liberty 1395)	18	13
52	**ANGEL OF THE MORNING** JUICE NEWTON (Capitol P-4976)	66	3
53	**WASN'T THAT A PARTY** THE ROVERS (Epic/Cleveland Int'l. 19-51007)	64	4
54	**ALICE DOESN'T LOVE HERE ANYMORE** BOBBY GOLDSBORO (Curb/CBS ZS6-70052)	65	3
55	**DIXIE MAN** RANDY BARLOW (Paid PAD-116)	25	10
56	**HOLD ME LIKE YOU NEVER HAD ME** RANDY PARTON (RCA PB-12137)	70	4
57	**CHEATIN'S A TWO WAY STREET** SAMMI SMITH (Sound Factory SF-427)	72	3
58	**I DON'T THINK LOVE OUGHT TO BE THAT WAY** REBA McENTIRE (Mercury/PolyGram 57046)	75	2
59	**ANYTHING THAT HURTS YOU (HURTS ME)** KEITH STEGALL (Capitol P-4967)	59	6
60	**ARE YOU HAPPY BABY?** DOTTIE WEST (Liberty 1392)	35	15
61	**COWBOYS DON'T SHOOT STRAIGHT (LIKE THEY USED TO)** TAMMY WYNETTE (Epic 19-51011)	81	2
62	**ANY WAY YOU WANT ME** GENE WATSON (Warner/Viva WBS-49648)	38	7
63	**JUST A COUNTRY BOY** REX ALLEN, JR. (Warner Bros. WBS-49682)	77	2
64	**LOVERS LOVE** THRASHER BROTHERS (MCA 51049)	69	4
65	**URBAN COWBOYS, OUTLAWS, CAVALEERS** JAMES MARVELL (Cavaleer CAV-117)	71	5
66	**FOOL'S GOLD** DANNY WOOD (RCA PB-12181)	80	2
67	**WHAT WOULD YOU DO** JOHN REX REEVES (Soc-A-Gee SC-109)	68	5
68	**CRAZY LITTLE THING CALLED LOVE** ORION (Sun 1162)	74	3
69	**HIDEAWAY HEALING** STEPHANIE WINSLOW (Warner/Curb WBS-49693)	—	1
70	**NO ACES** PATTI PAGE (Plantation PL-197)	84	2
71	**THERE'S A CRAZY MAN** JODY PAYNE (Karl 117)	76	5
72	**TAKE ME BACK TO THE COUNTRY** BAXTER, BAXTER & BAXTER (Sun 1160)	73	4
73	**THERE AIN'T A SONG** MUSIC ROW (Debut DR-8013-1)	79	3
74	**I CAN'T HOLD MYSELF IN LINE** PAYCHECK AND HAGGARD (Epic 19-51012)	—	1
75	**THE BARON** JOHNNY CASH (Columbia 11-60516)	—	1
76	**FIRE IN YOUR EYES** GARY MORRIS (Warner Bros. WBS-49668)	92	2
77	**REV. SAM WHISKEY** STEVE JONES & WINCHESTER (Stargem SG-2079)	82	4
78	**STAND BY YOUR MAN** DAVID ALLAN COE (Columbia 11-60501)	83	4
79	**HEART OF THE MATTER** THE KENDALLS (Ovation OV-1169)	—	1
80	**CHARLESTON COTTON MILL** MARTY HAGGARD (Dimension DS-1016)	85	3
81	**T THINK I COULD LOVE YOU BETTER THAN SHE DID** AVA BARBER (Oak 1029)	86	3
82	**EVIL ANGEL** ED BRUCE (MCA 51076)	—	1
83	**SOMEWHERE TO COME WHEN IT RAINS** JOHN WESLEY RYLES (MCA 51080)	—	1
84	**LOUISIANA SATURDAY NIGHT** MEL McDANIEL (Capitol P-4983)	—	1
85	**SHE CAN'T GIVE IT AWAY** ROY CLARK (MCA 51079)	—	1
86	**TWO MINUS ONE** MICKI FUHRMAN (MCA 51057)	90	3
87	**THE BAPTISM OF JESSE TAYLOR** DONNA FARGO (Songbird/MCA 51066)	88	2
88	**GETTING OVER YOU AGAIN** RAY PRICE (Dimension DS-1018)	—	1
89	**DO FISH SWIM?** WICKLINE (Cascade Mountain CMR-2325)	—	1
90	**MEMPHIS MEMORY** ERNIE ASHWORTH (O'Brien OB-325)	—	1
91	**(LOOKIN' AT THINGS) IN A DIFFERENT LIGHT** NIGHTSTREETS (Epic 19-51004)	95	2
92	**SAD OLE SHADE OF GRAY** JEANNE PRUETT (Paid PAD-118)	94	2
93	**WHAT ABOUT MY HEART** CONNIE CATO (MCA 51071)	—	1
94	**LOVING YOU WAS ALL I EVER NEEDED** LOU HOBBS (KIK 902)	—	1
95	**LOVIN' NIGHT** JIM WEST (Macho MM-009)	—	1
96	**COMPLETELY OUT OF LOVE** MARTY ROBBINS (Columbia 11-11425)	37	8
97	**FRUSTRATION** WYVON ALEXANDER (Gervasi IRDA-633)	87	3
98	**I REMEMBER YOU** SLIM WHITMAN (Epic/Cleveland Int'l. 19-50971)	55	7
99	**DIXIE ROAD** KING EDWARD IV (Soundwaves SW 4626)	50	8
100	**WILLIE, WON'T YOU SING A SONG WITH ME?** GEORGE BURNS (Mercury/PolyGram 57045)	61	6

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Headache (Blue Lake/Chic Rains — BMI) 12
Alice Doesn't Love Here (House Of Gold — BMI) .. 54
Am I Losing You (Ronde — BMI) 36
Angel Flying Too Close (Willie Nelson — BMI) .. 2
Angel Of The Morning (Blackwood — BMI) 52
Any Way You Want Me (Senor/Cibie — ASCAP) .. 62
Anything That Hurts (April/United Artist — ASCAP) 59
Are We (Vogue/Baby Chick/Easy Nine — BMI) .. 38
Are You Happy Baby? (Rock Garden — BMI) 60
Between This Time (Blue Echo — ASCAP) 46
Blue Collar Blues (Music West of the Pecos — BMI) 44
Bridge Over Broadway (Chappell/Intersong — ASCAP) 48
Can I See You Tonight (Duchess Music/Posey Publ./Tree Publ. — BMI) 45
Charleston Cotton Mill (Tree — BMI) 80
Cheatin's A Two Way (Crown Dancer — ASCAP) .. 57
Completely Out Of Love (Mariposa — BMI) 96
Cowboys Don't Shoot (Vogue/Baby Chick — BMI) . 61
Crazy Little Thing (Beechwood/Queen — BMI) 68
Crying (Acuff-Rose Publ. — BMI) 14
Dixie Man (Hall-Clement — BMI) 55
Dixie Road (Window/Little Jeremy — BMI) 99
Do Fish Swim? (Cascade Mountain — ASCAP) 89
Do You Love As Good As You Look (Chappell — ASCAP/Tri-Chappell — SESAC) 15
Doesn't Anybody Get High On Love Anymore (Colgems/EMI — ASCAP/Alamap — BMI) 49
Drifter (Pi-Gem — BMI/Chess — ASCAP) 5
Every Now And Then (Tree — BMI) 27
Evil Angel (Fourth Floor/Hot Kitchen/ Blendingwell — ASCAP) 82
Falling Again (Hall/Clement — BMI) 13
Fire In Your Eyes (Gary Morris/WB Corp. — ASCAP) 76
Fool's Gold (Hall-Clement/Upstart — BMI) 66
Frustration (Gervasi — BMI) 97
Getting Over You (Millstone — ASCAP/Baray — BMI) 88
Guitar Man (Vector — BMI) 1
Heart Of The Matter (Hawkline — BMI/ Writers Night — ASCAP) 79
He'll Have To Go (Central Songs — BMI) 36
Hey Joe (Hey Moe) (Acuff-Rose — BMI) 43
Hideaway Healing (Paukie/House of Gold — BMI) . 69
Hold Me Like (I've Got The Music — ASCAP) 56
Hooked On Music (Songpainter — BMI) 24
I Am The Dreamer (Raindance — BMI) 22
I Can't Hold Myself In Line (Blue Book — BMI) .. 74
I Don't Think Love (Ray Stevens/Lucy's Boy — BMI) 58
I Have A Dream (Artwork — ASCAP) 23
I Loved 'Em Every One (Tree — BMI) 37
I Remember You (Paramount — ASCAP) 98
If Drinkin' (Warner Tamerlane/Window — BMI) 3
If I Keep On (Magic Castle/Blackwood — BMI) 40
I'm Gonna Love You Back (Blabb/Mullet — BMI) .. 16
It Don't Get No Better (Larry Gatlin — BMI) 29
It Was You (Peer International — BMI) 39
It's A Heartache (Pi-Gem — BMI) 42
Just A Country Boy (Boxer — BMI) 63
Leonard (Shade Tree — BMI) 21
Lookin' At Things (First Lady — BMI) 91
Louisiana Saturday Night (Hall-Clement — BMI) .. 84
Love Is Fair (Pi-Gem — BMI) 18
Lovers Love (Chess — ASCAP/Pi-Gem — BMI) 64
Loving You Was All I Ever Needed (Criswood — BMI) 94
Lovin' Night (Home Comfort/Yataley — BMI) 95
Lovin' What Your Lovin' (Sawgrass — BMI) 14
Memphis Memory (Acuff-Rose — BMI) 90
Mister Peepers (Crazy Cajun/Points West — BMI) . 41
Mister Sandman (Edwin Morris & Co. — ASCAP) .. 34
No Aces (On The House — BMI/Expertise — ASCAP) 70
Old Flame (I've Got the Music — ASCAP) 8
One More Last Chance (Andite Invasion — BMI/ Intersong — ASCAP) 35
Peace Of Mind (Milene Music — ASCAP) 28
Perfect Fool (Brightwater/Strawberry Patch — ASCAP) 26
Pickin' Up Strangers (Welsick — ASCAP) 10
Pride (Cedarwood — BMI) 50
Rest Your Love (Stigwood/Unichappell — BMI) 22
Rev. Sam Whiskey (Timestar — ASCAP) 77
Roll On Mississippi (Pi-Gem — BMI) 31
Sad Ole Shade Of Gray (Tree — BMI) 92
Seven Year Ache (Hotwire/Atlantic Corp. — BMI) . 30
She Can't Give It Away (Tree — BMI) 85
Somebody Led Me Away (Coal Miners — BMI) 33
Somethin' On (Music City — ASCAP) 17
Sometime, Somewhere (Chess — ASCAP) 18
Somewhere To Come When It Rains (Tree — BMI) 83
Stand By Your Man (Al Gallico — BMI) 78
Storms Never Last (Baron — BMI) 25
T Think I Could Love (Southern Nights — ASCAP) 81
Take It Easy (Duchess — BMI) 20
Take Me Back (Shelby Singleton — BMI) 72
Texas Women (Bocephus — BMI) 6
The Baptism Of Jesse Taylor (Acuff-Rose — BMI) . 87
The Baron (First Lady/Sylvia's Mother's/ Algee — BMI) 75
There Ain't A Song (Gilpip — BMI) 73
There's A Crazy Man (Almo — BMI) 71
Thirty Nine And Holding (April — ASCAP) 7
Too Long Gone (Blue Lake/Plum Creek — BMI) .. 32
Two Minus One (September — ASCAP) 86
Urban Cowboys, Outlaws (Cava — ASCAP) 65
Wandering Eyes (Cross Keys — ASCAP) 4
Wasn't That A Party (United Artists — ASCAP) 53
What About My Heart (Chess — BMI) 93
What I Had With You (Tree Publ. — BMI) 9
What Would You Do (Tucahoe — BMI) 67
What's New (Chess — ASCAP/Pi-Gem — BMI) 47
Willie, Won't You Sing (RodeoCowboy — BMI) 100
Your Good Girl's (Al Gallico Corp. — BMI) 51
You're The Reason (Peso/Wallet — BMI/ Senor/Cibie — ASCAP) 11

= Exceptionally heavy radio activity this week

S = Exceptionally heavy sales activity this week

"Alice doesn't love here anymore."

ZS6-70052

Bobby Goldsboro's hot new single that offers a unique play on words. From the album **Bobby Goldsboro**

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JZ 36822

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS

NOEL (Super Productions Record SP 642)
Lucky Me (2:41) (Foxtail Music/Sir Dale Music — ASCAP) (Noel Haughey)

Newcomer Noel has a fresh, clear voice, not unlike Anne Murray, and she's not afraid to experiment with vocals. This first attempt shows great potential, so really keep an eye open for the follow-up. With a little stronger material, she could really shine.

JACK GRAYSON and BLACKJACK (Koala KOS 331)
Magic Eyes (2:48) (Hinsdale Music — BMI; Temar Music — ASCAP) (John A. Gray, Jack Grayson and Ted Purvin)

Excellent production and a sound reminiscent of an old Bobby Vee tune make Jack Grayson's latest release a good chart contender. Grayson consistently finds a place in the lower half of the charts, and this release may vault him over that hurdle into the Top 50.

HITS OUT OF THE BOX

GAIL DAVIES (Warner Bros. WBS-49694)
It's A Lovely, Lovely World (2:13) (Acuff-Rose — BMI) (Boudelaux Bryant)
GLEN CAMPBELL AND TANYA TUCKER (Capitol P-4986)
Why Don't We Just Sleep On It Tonight (3:05) (ATV Music — BMI/Welbeck Music — ASCAP) (J. Parker/H. Shannon)
LACY J. DALTON (Columbia 11-01036)
Whisper (3:15) (Algee Music — BMI) (L.J. Dalton/M. Sherrill)
MEL TILLIS (Elektra E-47116)
A Million Old Goodbyes (3:14) (Buzz Cason Music/Angel Wing Music — ASCAP) (Buzz Cason/Steve Gibb/Bobby Russell)
EARL THOMAS CONLEY (Sunbird SBRP-7561)
Fire & Smoke (3:12) (Blue Moon Music/April Music — ASCAP) (Earl Thomas Conley)
ED BRUCE (MCA 51076)
Evil Angel (3:53) (Fourth Floor Music/Hot Kitchen Music — ASCAP) (Jesse Winchester)

FEATURE PICKS

GARY STEWART (RCA PB-12203)
Let's Forget That We're Married (2:39) (Cedarwood Pub. — BMI) (J. Lewis, G. Stewart, S. Tackett)
BILLY SWAN (Epic 19-51000)
Do I Have To Draw A Picture (2:32) (Earl McGrath Music — ASCAP/Missing Finger Music — BMI) (B. Swan, G. Clark)
BURRITO BROTHERS (CBS/Curb ZS6-01011)
Does She Wish She Was Single Again (2:31) (United Artists Music — ASCAP) (R. Leigh, M. Blackford)

ALBUM REVIEWS

MUSTA NOTTA GOTTA LOTTA — Joe Ely — South Coast/MCA-5183 — Producers: Michael Brovsky and Joe Ely — List: 7.98

For a good slice of Texas circa 1981, Joe Ely's latest album can't be beat. The Texas music man takes the best elements of 50s rock 'n' roll and progressive country and mixes them together to create his own unique style of music. Texans claim to be the absolute leaders of good time and Ely is definitely at the head of the pack as far as good time music is concerned. A few suggested cuts include "Dam Of My Heart," and "Hold On."

MUNDO EARWOOD — Mundo Earwood — Excelsior XLP-88006 — Producer: Jay Colliер — List: 7.98

Earwood's first album release for the Minneapolis-based Excelsior label insinuates a definite progression for the singer/songwriter. His soft country approach on tunes like "Softer Place To Fall" and "Angela" give the album an overall romantic, ballad feel. Other cuts to take note of include "I'll Still Be Loving You" and his current single, "Blue Collar Blues." This album could be the breakthrough vehicle Earwood needs to propel him to the top.

FROM HOUSTON TO YOU — David Houston — Excelsior XLP-88005 — Producers: Steve Vining and Tillman Franks — List: 7.98

Houston's vocals on this album bear quite a resemblance to the Slim Whitman style — that generous yodeling quality that last year recaptured for Whitman that superstar status he has previously enjoyed in the United States. But while most of Whitman's album selections are of the sentimental nature, Houston grasps a healthy cross-section of honky tonk tunes and solid country ballads.

THE COUNTRY COLUMN

TRIPLE THREAT — Emmylou Harris has much cause for celebration. In addition to sharing a Grammy with Roy Orbison, she saw three more albums join her "Elite Hotel" as gold certifiers: "Luxury Liner," "Profile/The Best of Emmylou Harris" and "Blue Kentucky Girl." Harris also will guest on the *Midnight Special* March 20, when a special video on her current single, "Mister Sandman," plus "I Don't Have To Crawl" will be shown. She will also appear at the NARM convention April 12, and celebrate a birthday April 2.

REMINDER — ASCAP's seminar on Estate Planning is scheduled for March 17 at 10:00 a.m. at its Nashville office.

PRIDE IN GREAT BRITAIN — Charley Pride will kick off a 14-day tour of England, Ireland and Scotland March 21. Foreign fans will be able to see Pride, whose upcoming album is titled "Roll On Mississippi," in London at the Apollo, the Theatre Royal in Norwich, England, and the Congress Theatre in Eastburne, England, as well as a few other cities.

Emmylou Harris

QUEEN OF COUNTRY — The Queen of country music, **Kitty Wells**, is scheduled to make a cameo appearance in the semi-documentary tribute to country music, *Country Comes Home*, a CBS-TV special that will air April 1. A special segment of the program will trace the evolution of Weil's "It Wasn't God Who Made Honky Tonk Angels," a 1952 recording that secured the legendary singer the #1 position on the charts.

ELVIS #1 — From the archives of RCA to the #1 position on the Country Singles chart — that's what the latest **Elvis Presley** release, "Guitar Man," has done. And this achievement marks the first Presley recording to top the charts since the singer's death in 1977. Think about it.

ON THE ROAD AGAIN — Ernest Tubb, who is into his fifth decade of road work, is in the midst of yet another massive tour of the United States. In 1980, the Troubadour logged over 200 concert dates, and he is already well on his way to matching that mark this year. A belated Happy Birthday to Mr. Tubb, who recently celebrated his 68th at a sold-out concert in Spring, Tex.

GOT TO START SOMEPLACE — Congratulations to the **Piggys** on the impending completion of their 1981 self-tagged "World Tour," which covered such places as Franklin, Murfreesboro and, of course, hometown Nashville. In fact, the Piggys will be playing Cantrell's March 19-20 on the last leg of the tour. Catch them if you can.

Producer **Steve Buckingham** was working with Motown group **Hi Inergy** in **Woodland** Studios in Nashville earlier this month.

Also at Woodland, Snapp artist **Lennie Bowman** is cutting an album with producer **Little Richie Johnson**, which marks the first time the artist has ever recorded in Nashville.

STUDIO ADDITIONS — Two area studios have made additions to their equipment. The **Sound Emporium** has added a new Harrison MR-2 console to its newly opened Studio C. The console features all transformerless mic pre-amps, separate return levels for cue echo, automated fader and easy-set cue send. It is also capable of expanding to 48-tracks. Additionally, the studio at Middle Tennessee State University (MTSU) in Murfreesboro has added a Harrison 2824 console with Allison 65K automation.

Stonewall Jackson

Congratulations to the National Entertainment Journalists Assn. (NEJA) for presenting an excellent program on the film industry in Tennessee. **Jerry Reed, Dan Miller** and **Pat Ledford** also did an excellent job of presenting the positive aspects of a healthy film industry in the state.

CONDOLENCES — Our sincere condolences to the family and friends of television director **Alan F. Angus**, who died in Nashville March 5 of a heart attack. The 48-year old Newport, England native had become quite a familiar face around town because of his work with Jim Owens Enterprises, and his previous work in the early '70s on *The Johnny Cash Show* on ABC-TV. Angus is survived by a son, Steve, a daughter, Karen, and his wife, Lorette.

George Burns and **John Denver** will team once again when Burns makes a special guest appearance on Denver's March 30 NBC television special, which will precede the Academy Awards. Denver will provide backing vocals when Burns sings "I Wish I Was Eighteen Again" and "Old Bones."

Grand Ole Opry star and First Generation recording artist **Stonewall Jackson** will play a six-month engagement when the world comes to Knoxville, Tenn. in the guise of the 1982 World's Fair. Prior to that, Jackson will have a spring album release on his label, which will feature some of his old hits as well as new material. The album was produced by **Pete Drake.**

jennifer bohler

NEJA, BMI HOST REED AND MILLER *— The National Entertainment Journalists Assn. (NEJA) and Broadcast Music Inc. (BMI) in Nashville recently played host to Jerry Reed, WSM-TV news director Dan Miller and Pat Ledford, the director of the Tennessee Film and Television Commission in an open discussion on the potential of the film industry in the state. Reed, who is honorary chairman of the commission, and Ledford fielded questions from the more than 60 representatives of the press, music industry and interested parties while Miller acted as moderator. Pictured following the program are (l-r): Vernell Hackett, president of NEJA; Elaine Nash, vice-president of NEJA; Miller; Nancy Franklin, BMI; Reed; and Joe Moscheo, BMI.*

THE COUNTRY MIKE

PARK CITY TO MERGE WITH KATZ — Park City Communications, a Bridgeport, Conn.-based broadcasting firm, has announced it intends to merge with New York-headquartered Katz Broadcasting. Katz is a new, wholly-owned subsidiary of the Katz Agency, Inc., the country's leading radio and television representative firm. Contracts are presently being prepared for Park City Communications and its four stations — **WEZN**/Bridgeport, **WAAF-FM** and **WFTQ-AM**/Worcester, Mass., and **Cash Box** country reporting station **WZZK-FM**/Birmingham, Ala. — to merge and form the nucleus of the new group. Katz will also acquire **KWEN-FM**/Tulsa. **Dick Ferguson**, president of Park City Communications, will assume the presidency of the new group, an employee-owned operation. The merger is presently pending approval by the FCC. No change in formats of the involved stations is anticipated.

Jeff Fain

PERSONALITY PROFILE — When **Jeff Fain** attended Dade College in Miami, his career intentions centered around practicing law, probably as far as you can get from broadcasting. But after discounting a law practice and spending several years in law enforcement training, as well as a stint with the FBI, Fain headed back to his farm in Eden, N.C. In 1971, the somewhat self assured, perhaps cocky, Fain approached **Doug Craddock**, owner of local MOR station **WLOE** and expressed the opinion that he could do a better job on the air than any jock on Craddock's staff. An air check tape was made, Craddock agreed, and Fain spent the following two years doing the 6 p.m.-midnight shift at WLOE. He then took a hiatus from radio, working as a studio photographer and preaching in local churches until 1977, when he was hired as a part-time jock with country **WCBX**/Eden. Fain quickly re-established himself as an air personality and took over the morning slot until 1980, when he was appointed music director and took over the afternoon slot. In addition to his career in radio, Fain has established himself as a writer. His first published novel, *The Burning*, is receiving very positive acclaim, and two more are on the way. Fain's most recent effort *The Earthing of Jack Rains*, is based on supernatural occurences involving a country music DJ, with cameo roles of today's country superstars. Watch for it.

CHANGES AT THE MIKE — One-thousand watt **WQQT**/Savannah, Ga., formerly owned by **Bob Powers**, has been sold to **Dale Karocostas** and **Hugh Wheeler**. Accompanying the change in ownership is a change in the program/music director. **Brady McGraw**, previously program and music director for **WSGA**/Savannah, will take over the reins from **Maxwell Gregory**. Those who wish to contact Gregory may call him at (912) 232-6505.

Tim Williams, former music director of **WFAI**/Fayetteville, N.C., has been appointed to the same position at **KOKE**/Austin. **Mike Hankey**, a veteran at WFAI, has been appointed music director of the Fayetteville country station.

Michael H. Mallace has joined the staff at **KNIX-AM & FM**/Phoenix in the newly created position of research director. Mallace's broadcast experience includes a position with **KUPD**/Phoenix as music coordinator, entailing conducting and supervising music research under former program director **John Sebastian**.

Operations director of **KFH**/Wichita, **Jason Drake**, has announced the addition of **Chuck Robson** to the line-up of country 13's air personalities. **Robson** will fill the afternoon, 3-6 p.m. slot, vacated by **Craig Davis** who has found a new home with CBS Radio-owned **KMOX**/St. Louis. Robson is the former program director and production director from **KWTO**/Springfield, Mo., and **KCKN/AM & FM**/Kansas City.

Bob Faulkner has been named local sales manager for recent country convert **WWWW-FM**/Detroit, a subsidiary of Shamrock Broadcasting Co., Inc. Faulkner is an 11-year veteran of the broadcasting business, most recently serving as general sales manager for **KWST-FM**/Los Angeles.

BOXCAR WILLIE TALKS WITH CLEVELAND, SPURS PROMOTION — While in town for his recent performance at Cleveland's Urban Cowboy Saloon, Feb. 25, **Boxcar Willie** paid a visit to Radio 14, WHK, where he was a featured guest on jock **Gary Dee**'s morning show. WHK received such a positive listener response, that it followed up with a "Boxcar Willie Sound Alike Contest," which ran on the "**Wild Bill**" **Wilkins** show. For five days, between 3-7 p.m., listeners were given the chance to call in and sing a certain Boxcar Willie tune. Winners received "Boxcar" albums to make them aware of the need for more practice.

CASH BOX CONDOLENCES — Cash Box joins the industry in mourning the death of **John Gray**, music dierector at KCEY/Modesto, Calif., who succumbed March 10 to a heart attack. Gray will long be remembered as a most respected, compassionate man, whose friendship will be sorely missed.

country mike

PROGRAMMERS PICKS

Tom Wayne	**KXOL**/Dallas	**Getting Over You Again** — Ray Price — Dimension
Jess Baldwin	**KCAN**/El Reno	**Memphis Memory** — Ernie Ashworth — O'Brien
Jerry King	**KKYX**/San Antonio	**I Don't Think Love Ought To Be That Way** — Reba McEntire — Mercury
Nell Linton	**WQIK**/Jacksonville	**I Can't Hold Myself In Line** — Johnny Paycheck and Merle Haggard — Epic
Jack Seckel	**WIXZ**/McKeesport	**Mister Sandman** — Emmylou Harris — Warner Bros.
John Marks	**WSAI**/Cincinnati	**I Don't Think Love Ought To Be That Way** — Reba McEntire — Mercury
Lee Brandell	**WHOO**/Orlando	**Louisiana Saturday Night** — Mel McDaniel — Capitol
Reggie Neal	**WXBQ**/Bristol	**Bridge Over Broadway** — Capitals — Ridgetop
Rick Stewart	**KRAK**/Sacramento	**Am I Losing You** — Ronnie Milsap — RCA

MOST ADDED COUNTRY SINGLES

1. **AM I LOSING YOU/HE'LL HAVE TO GO — RONNIE MILSAP — RCA** — 62 REPORTS
2. **HIDEAWAY HEALING — STEPHANIE WINSLOW — WARNER/CURB** — 31 REPORTS
3. **I CAN'T HOLD MYSELF IN LINE — JOHNNY PAYCHECK and MERLE HAGGARD — EPIC** — 25 REPORTS
4. **THE BARON — JOHNNY CASH — COLUMBIA** — 24 REPORTS
5. **HEART OF THE MATTER — THE KENDALLS — OVATION** — 21 REPORTS
6. **I LOVED 'EM EVERY ONE — T.G. SHEPPARD — WARNER/CURB** — 21 REPORTS
7. **EVIL ANGEL — ED BRUCE — MCA** — 17 REPORTS
8. **COWBOYS DON'T SHOOT STRAIGHT (LIKE THEY USED TO) — TAMMY WYNETTE — EPIC** — 17 REPORTS
9. **LOUISIANA SATURDAY NIGHT — MEL McDANIEL — CAPITOL** — 16 REPORTS
10. **SOMEWHERE TO COME WHEN IT RAINS — JOHN WESLEY RYLES — MCA** — 15 REPORTS

MOST ACTIVE COUNTRY SINGLES

1. **FALLING AGAIN — DON WILLIAMS — MCA** — 64 REPORTS
2. **HOOKED ON MUSIC — MAC DAVIS — CASABLANCA** — 63 REPORTS
3. **LEONARD — MERLE HAGGARD — MCA** — 58 REPORTS
4. **REST YOUR LOVE ON ME/I AM THE DREAMER — CONWAY TWITTY — MCA** — 53 REPORTS
5. **A HEADACHE TOMORROW (OR A HEARTACHE TONIGHT) — MICKEY GILLEY — EPIC** — 53 REPORTS
6. **ROLL ON MISSISSIPPI — CHARLEY PRIDE — RCA** — 49 REPORTS
7. **SEVEN YEAR ACHE — ROSANNE CASH — COLUMBIA** — 48 REPORTS
8. **MISTER SANDMAN — EMMYLOU HARRIS — WARNER BROTHERS** — 45 REPORTS
9. **TAKE IT EASY — CRYSTAL GAYLE — COLUMBIA** — 42 REPORTS
10. **YOU'RE THE REASON GOD MADE OKLAHOMA — DAVID FRIZZELL and SHELLY WEST — WARNER/VIVA** — 41 REPORTS

12th Country Radio Seminar Offers Topics Of Interest

(continued from page 26)

will still address many programming issues, but in addition to that, we are branching out into topics concerning management, and sales, as well as how we should present ourselves on the air and off the air to the community. It's more of a total approach, and a total seminar."

Themed "Country Radio: Nobody Does It Better," the various topics of the seminar covered a broad spectrum of interests, from "How To Read An Arb," moderated by Bill Figenshu of Viacom Radio, with George Burns, president of Burns Media Consultants in Studio City, Calif., to "How To Buy A Radio Station," moderated by Lee Masters of KLOZ with panelists Dick Blackburn, Blackburn and Co., Richard Churchill, associate of T.A. Assoc., Boston; Ed Henson, president of Henson Broadcasting, Louisville; and Richard Ferguson, president of Park City Communications.

Pyle noted that this year's seminar struck a healthy balance between outside experts and country radio personnel serving as panelists, offering registrants the best of both worlds. Singling out three of the panels and respective panelists, Pyle was particularly pleased with the "Country Phenomena and Lifestyle" topic, and its speaker John Parikhal, partner of Joint Communications in Toronto; the "People Management — Punishment — Reward — Motivation" panel and its speaker Ken Greenwood, president of Greenwood Development Programs of Tulsa, Ok.; and "With Outside Media — Let's Expose Ourselves," with guest speaker Marty Wallach, vice president and creative director of Meldrum and Fewsmith, an advertising agency in Chicago.

In addition to these panels, more informal sessions were held in the "Rap Room," where DJs participated in an open, free-for-all discussion on pertinent topics facing country radio today.

SONGWRITER'S NIGHT ON WSM — *Some of Nashville's finest tunesmith's guested on WSM air personality Chuck Morgan's program Feb.24 to promote the Songwriter's Symposium, held recentlly in Nashville. Pictured in the* ***front row*** *are (l-r): Sonny Throckmorton, Hoyt Hill, Mark Paden, Bruce Chanel and Kieran Kane. In the* ***back row*** are (l-r): Charlie Craig, Charlie Feldman, Terry Choate, Nat Stuckey, Morgan, Charlie Monk and Keith Stegall.

GOSPEL

GOSPEL GREATS GRAB GRAMMYS — Ten gospel performers were honored with a Grammy for their performances on Light Records' "The Lord's Prayer," which was named "Best Gospel Performance, Contemporary or Traditional" in the recent Grammy Awards. Pictured following their performance on the awards program are (l-r): Reba Rambo and Dony McGuire, writers of the album; Andrae Crouch, Tim Archer, Janice Archer, Steve Archer, B.J. Thomas, Cynthia Clawson, Walter Hawkins and Tramaine Hawkins.

Adkins Reaches Top Through Personal Distribution, Promo

by Tom Rowland

NASHVILLE — Mike Adkins, a new gospel artist, has almost singlehandedly made a big impression on the gospel industry in one short year by distributing his own record and pushing it to #1 on the **Cash Box** gospel chart.

In early 1980, Adkins felt compelled to leave a secure position with a coal mine in West Frankfort, Ill., and devote his time to promoting "Thank You For The Dove," an album he had made in the latter part of 1979. He drove an old car across the country, talking with gospel radio music and program directors, and left promotional copies of the LP at the stations, establishing a good amount of airplay within a few months.

In June, he appeared on the *PTL Club*, and since, has guested on 10 major Christian talk shows, including the *700 Club*. While on *PTL*, a coast-to-coast program based out of Charlotte, N.C., Pat Boone called in and offered to distribute Adkins' product.

Although many would probably seek to differ, Adkins felt it wise to keep "Thank You For The Dove" on his independent Mike Adkins lable. "We felt like the Lord was building us more as a separate ministry," he reasons. "Now, we're able to do a lot of things; we preach and distribute our own records, sheet music and songbooks, and all those sort of things. It gives us complete freedom. We're not under someone else's auspices, and they can't say 'we need you to go here' or 'we need you to go there' — not that they wouldn't be right on, but it's wonderful having the freedom to choose for yourself. Also, just to be above board with it, it gives us control of 100% of the money we use for spreading the gospel."

Even though Adkins decided to decline the offer, the exposure created quite a stir, and the album began to move. It entered the **Cash Box** gospel album chart on Sept. 13, 1980 at #18, and after moving upward for 26 weeks, reached #1 on Feb. 21, 1981 holding that spot through two charts. It currently rests at the #2 position.

'Manager Deserves Credit'

The office staff, which began in February 1980 with one person, grew to five employees by February 1981, and Adkins estimates that sales of the LP have reached 125,000 units. He is duly excited, but he is also quick to credit his "manager" for the achievement. "I'm surprised, but not shocked. I say that not because of my abilities, but simply because i realize that God is every bit as great as i ever heard he was. I'm not surprised that He can do this kind of thing — I am surprised that it happened to me in particular — but He really is my manager, and He's the best. i know that sounds 'down-home' and corny, but it's the truth."

In his early years, Adkins pursued a career in the pop field. He left college to travel with a rock band, and, after a year of cross country touring, he wrote a song that brought a three-year contract with RCA. He recorded a total of five singles for the label, but never had any real success.

He cited a number of influences that account for the various styles that have found their way into "Thank You For The Dove" and his latest release, "He is Near." He relates that he was guided by Southern gospel, a "refined Christian music style," and a lot of different rock 'n' roll singers — especially Elvis Presley.

The impact of Mike Adkins Prod. has spread internationally, too. He recently completed a trip to Indonesia and plans a visit to The Netherlands in July. He hopes to find some acceptance at that time on European stations that are willing to program English-speaking artists.

Adkins is also channeling his efforts in the future to develop internally-directed crusades and a video gospel program.

Word Appoints First Regional Promo Directors

NASHVILLE — Dan Johnson, Word's vice president of marketing, records and music, recently announced the appointments of Doris Purcelli and Brad Burkhart as regional promotion directors for the label. The appointments represent a first for the gospel music industry, where promotion has traditionally been performed at the national level.

Duties of the promotion people will include the handling of rack jobbers, one stops, religious and secular radio, youth groups, churches, campus organizations, newspapers and television.

Purcelli comes to Word with credentials in advertising, sales and promotion. She worked in sales for KMOX-AM & FM and KADI-FM in St. Louis in advertising as an ad executive with Katz and Assoc. and, prior to coming to Word, she worked in record promotion with EMI/Liberty in St. Louis, Minneapolis and Seattle.

Burkhart is a native of Atlanta, Ga., and a telecommunications graduate from the University of Georgia. While a student, Burkhart worked as a college promotion representative for ABC and A&M Records. Before coming to Word, Burkhart was a local promotion man for A&M in San Francisco and Phoenix.

Purcelli will be based in Seattle, Wash., covering the Northwest section of the country. Burkhart's territory will be the Southeast, operating out of Atlanta.

TOP 20 ALBUMS

Spiritual

		Weeks On 3/7	Chart
1	**THE LORD WILL MAKE A WAY** AL GREEN (Myrrh MSB 6661)	1	14
2	**THE HAWKINS FAMILY LIVE** WALTER HAWKINS (Light LS 5770)	2	12
3	**RISE AGAIN** GOSPEL KEYNOTES (Nashboro 7227)	5	14
4	**CLOUDBURST** MIGHTY CLOUDS OF JOY (Myrrh MSB 6663)	7	6
5	**REJOICE** SHIRLEY CAESAR (Myrrh MSB 6646)	3	34
6	**THE LORD IS MY LIGHT** NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 7050)	6	24
7	**EVERYTHING'S ALRIGHT** DR. CHARLES HAYES (Savoy 14580)	8	8
8	**MIRACLES** JACKSON SOUTHERNAIRES (Malaco M-4370)	4	14
9	**TRUE VICTORY** MIN. KEITH PRINGLE (Savoy SGL 7053)	10	8
10	**PLEASE BE PATIENT WITH ME** ALBERTINA WALKER with JAMES CLEVELAND (Savoy SL 14527)	9	60
11	**TRAMAINE** TRAMAINE HAWKINS (Light LS-5760)	11	54
12	**MOTHER, WHY?** WILLIE BANKS (Black Label 3000)	12	8
13	**GOD WILL SEE YOU THROUGH** WILLIAMS BROTHERS (New Birth 7048)	13	8
14	**KEEP ON CLIMBING, WE GOTTA GO HIGHER** PILGRIM JUBILEE SINGERS (Savoy 14584)	15	4
15	**ONE DAY AT A TIME** REV. THOMAS L. WALKER (Eternal Gold EGL-652)	16	20
16	**20TH ANNIVERSARY ALBUM** JAMES CLEVELAND & THE WORLD'S GREATEST CHOIRS (Savoy SGL 7059)	—	2
17	**GOD IS OUR CREATOR** ALBERTINA WALKER (Savoy SL 14583)	—	2
18	**LOVE ALIVE II** WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5735)	14	122
19	**PEOPLE GET READY** SUPREME ANGELS (Nashboro 7226)	19	30
20	**A PRAYING SPIRIT** JAMES CLEVELAND AND THE CORNERSTONE CHOIR (Savoy 7046)	18	38

Inspirational

		Weeks On 3/7	Chart
1	**FAVORITES, VOL. 1** EVIE TOURNQUIST (Word WSD 8845)	3	20
2	**THANK YOU FOR THE DOVE** MIKE ADKINS (Mike Adkins MA 1061)	1	30
3	**BEST OF B.J. THOMAS** B.J. THOMAS (Myrrh/Word MSB 6653)	2	20
4	**NEVER ALONE** AMY GRANT (Myrrh MSB 6645)	4	40
5	**FORGIVEN** DON FRANCISCO (New Pax NP 33042)	5	120
6	**PRAISE IV** VARIOUS ARTISTS (Maranatha MM 0064)	7	40
7	**IN CONCERT** B.J. THOMAS (Songbird/MCA 5155)	8	18
8	**GOT TO TELL SOMEBODY** DON FRANCISCO (New Pax NP 33071)	9	70
9	**ONE MORE SONG FOR YOU** THE IMPERIALS (Dayspring DST-4015)	6	60
10	**PH'LIP SIDE** PHIL KEAGGY (Sparrow SPR 1036)	10	18
11	**THE PAINTER** JOHN MICHAEL & TERRY TALBOT (Sparrow SPR 1037)	11	38
12	**MY FATHER'S EYES** AMY GRANT (Myrrh MSB 6625)	14	14
13	**PRIORITY** IMPERIALS (Dayspring DST 4017)	19	4
14	**BULLFROGS AND BUTTERFLIES** CANDLE (Birdwing BWR 2010)	12	28
15	**DALLAS HOLM LIVE** DALLAS HOLM & PRAISE (Greentree R 3441)	—	2
16	**HEED THE CALL** THE IMPERIALS (Dayspring DST 4011)	16	120
17	**MUSIC MACHINE** CANDLE (Birdwing BDWG 2004)	17	158
18	**ARE YOU READY?** DAVID MEECE (Myrrh 6652)	18	4
19	**NEVER THE SAME** EVIE TOURNQUIST (Word WSB 8806)	15	92
20	**FOR THE BEST** B.J. THOMAS (Songbird/MCA 3231)	20	50

ALBUM REVIEWS

FOR THE BRIDE — John Michael Talbot — Sparrow BWR 2021 — Producer: Dan Collins — List: 7.98

Talbot keeps impressive company on this album, joined by the National Philharmonic Orchestra of London. Talbot's rich, mellow vocals are enhanced by the association, as the lush string arrangements provide a background that is neither weak nor overpowering.

ONE IN A MILLION — Stephanie Boosahda — Newpax NP 33090 — Producers: James Barden and Brown Bannister — List: 7.98

Boosahda's "One in A Million" has been revamped and re-released by Newpax in an eye-catching new album jacket. What's inside is as pleasing to the ear as the outside is to the eye. Boosahda's abilities as a songstress become apparent within a few measures and become crystal clear by the last note of the 10 self-penned tunes. Ranging in style from a traditional "Let Your Faith Do The Walking" to a rousing, rockish "Comin' Home To You."

FAMILY PORTRAIT — John and Vickijo Witty — Word WSB 8846 — Producers: John and Vickijo Witty — List: 7.98

Christian comedy? Yes indeed. John and Vickijo Witty prove that it's just as easy to convey a message through laughter as it is through song. The Wittys poke fun at religion with a homespun charm that circumvents blasphemy. Without stepping on toes, "Dilliard and Donna Dilbeck" tell the saga of a nagging wife trying to get her husband to go to church — a theme suitable for any denomination.

TOP 75 ALBUMS

		Weeks On Chart	3/14
1	**GAP BAND III** GAP BAND (Mercury/PolyGram SRM 1-4003)	13	1
2	**THE TWO OF US** YARBROUGH & PEOPLES (Mercury/PolyGram SRM-1-3834)	10	2
3	**HOTTER THAN JULY** STEVIE WONDER (Tamla/Motown T8-373M1)	20	3
4	**IMAGINATION** THE WHISPERS (Solar/RCA BZL 1-3578)	10	4
5	**STONE JAM** SLAVE (Cotillion/Atlantic SD 5224)	23	5
6	**WINELIGHT** GROVER WASHINGTON, JR. (Elektra 6E-305)	19	8
7	**IN OUR LIFETIME** MARVIN GAYE (Tamla/Motown T8-374M1)	8	7
8	**FANTASTIC VOYAGE** LAKESIDE (Solar/RCA BXL 1-3720)	17	6
9	**CELEBRATION** KOOL & THE GANG (De-Lite/PolyGram DSR 9518)	23	9
10	**THREE FOR LOVE** SHALAMAR (Solar/RCA BZL 1-3577)	10	10
11	**MAGIC** TOM BROWNE (GRP/Arista 5503)	5	16
12	**LIVE AND MORE** ROBERTA FLACK and PEABO BRYSON (Atlantic SD 2-7004)	14	11
13	**ALL AMERICAN GIRLS** SISTER SLEDGE (Cotillion/Atlantic SD 16027)	4	21
14	**SKYYPORT** SKYY (Salsoul/RCA SA-8537)	15	15
15	**AS ONE** THE BAR-KAYS (Mercury/PolyGram SRM-1-3844)	15	13
16	**HOUSE OF MUSIC** T.S. MONK (Mirage/Atlantic WTG 19291)	9	18
17	**CITY NIGHTS** TIERRA (Boardwalk FW 36995)	13	17
18	**BEING WITH YOU** SMOKEY ROBINSON (Tamla/Motown T8-375M1)	3	30
19	**TOUCH** CON FUNK SHUN (Mercury/PolyGram SRM-1-4002)	15	12
20	**AUTOAMERICAN** BLONDIE (Chrysalis CHE 1275)	5	25
21	**ARETHA FRANKLIN** (Arista AL 9538)	22	19
22	**TRIUMPH** THE JACKSONS (Epic FE 36424)	23	15
23	**JERMAINE** JERMAINE JACKSON (Motown M8-1499F)	16	23
24	**LET'S BURN** CLARENCE CARTER (Venture VL 1005)	14	26
25	**TURN THE HANDS OF TIME** PEABO BRYSON (Capitol ST-12138)	4	29
26	**GRAND SLAM** THE ISLEY BROTHERS (T-Neck/CBS FZ 37080)	2	45
27	**GAUCHO** STEELY DAN (MCA-6102)	7	24
28	**TO LOVE AGAIN** DIANA ROSS (Motown M8-951M1)	3	33
29	**VOICES IN THE RAIN** JOE SAMPLE (MCA-5172)	8	28
30	**I HAD TO SAY IT** MILLIE JACKSON (Spring/PolyGram SP-1-6730)	10	27
31	**AT PEACE WITH WOMAN** THE JONES GIRLS (Phila. Int'l./CBS JZ 36767)	23	22
32	**GOLDEN TOUCH** ROSE ROYCE (Whitfield/Warner Bros. WHK 3512)	7	35
33	**LICENSE TO DREAM** KLEEER (Atlantic SD 19288)	6	39
34	**THERE MUST BE A BETTER WORLD SOMEWHERE** B.B. KING (MCA-5162)	5	36
35	**FACES** EARTH, WIND & FIRE (ARC/Columbia KC 36795)	18	20
36	**LOVE IS . . . ONE WAY** ONE WAY (MCA-5163)	4	43
37	**FEEL ME** CAMEO (Chocolate City/PolyGram CCLP 2016)	21	31
38	**SHADES OF BLUE** LOU RAWLS (Phila. Int'l./CBS JZ 36774)	10	32
39	**POSH** PATRICE RUSHEN (Elektra 6E-302)	17	34
40	**THE DRAMATIC WAY** THE DRAMATICS (MCA-5146)	18	40
41	**KANO** (Emergency EMLP 7505)	14	37
42	**EVERYTHING IS COOL** T-CONNECTION (Capitol ST-12128)	3	48
43	**THIS IS MY DREAM** SWITCH (Gordy/Motown G8-999M1)	19	38
44	**RADIANT** ATLANTIC STARR (A&M SP-4833)	3	50
45	**ELOISE LAWS** (Liberty LT-1063)	8	46
46	**IRONS IN THE FIRE** TEENA MARIE (Gordy/Motown G8-999M1)	29	42
47	**DIRTY MIND** PRINCE (Warner Bros. BSK 3478)	21	41
48	**GREATEST HITS** MANHATTANS (Columbia JC 36661)	14	44
49	**PARTY 'TIL YOU'RE BROKE** RUFUS (MCA-5159)	1	—
50	**INHERIT THE WIND** WILTON FELDER (MCA-5144)	22	47
51	**GIVE ME THE NIGHT** GEORGE BENSON (Qwest/Warner Bros. HS 3453)	33	49
52	**SWEET VIBRATIONS** BOBBY "BLUE" BLAND (MCA 5145)	17	51
53	**ALL AROUND THE TOWN** BOB JAMES (Tappan Zee/Columbia C2X 36786)	4	53
54	**THE BOYS ARE BACK** STONE CITY BAND (Gordy/Motown G8-1001M1)	6	55
55	**HOW 'BOUT US** CHAMPAIGN (Columbia JC 37008)	1	—
56	**TP** TEDDY PENDERGRASS (Phila. Int'l./CBS FZ 36745)	32	54
57	**I LIKE WHAT YOU'RE DOING TO ME!** YOUNG AND COMPANY (Brunswick BL 754224)	7	57
58	**TROMBIPULATION** PARLIAMENT (Casablanca/PolyGram NBLP 7240)	14	52
59	**IT'S JUST THE WAY I FEEL** GENE DUNLAP featuring THE RIDGEWAYS (Capitol ST-12130)	2	62
60	**CALL IT WHAT YOU WANT** BILL SUMMERS and SUMMERS HEAT (MCA-5176)	1	—
61	**VERY SPECIAL** DEBRA LAWS (Elektra 6E-300)	2	65
62	**CONNECTIONS & DISCONNECTIONS** FUNKADELIC (LAX JW 37097)	1	—
63	**ZAPP** (Warner Bros. BSK 3463)	27	60
64	**DEE DEE** DEE DEE SHARP GAMBLE (Phila. Int'l./CBS JZ 36370)	8	66
65	**CANDLES** HEATWAVE (Epic FE 36873)	15	56
66	**BETTER DAYS** THE BLACKBYRDS (Fantasy F-9602)	13	59
67	**CARNAVAL** SPYRO GYRA (MCA-5149)	19	58
68	**DIANA** DIANA ROSS (Motown M8-936)	41	64
69	**JOY AND PAIN** MAZE featuring FRANKIE BEVERLY (Capitol ST-12087)	34	63
70	**SWEET SENSATION** STEPHANIE MILLS (20th Century-Fox/RCA T-603)	47	67
71	**SHINE ON** L.T.D. (A&M SP 4819)	29	61
72	**TWENNYNINE with LENNY WHITE** (Elektra 6E-304)	22	71
73	**HURRY UP THIS WAY AGAIN** THE STYLISTICS (TSOP/CBS JZ 36470)	24	73
74	**SHARON REDD** (Prelude PRL 12181)	2	74
75	**ULTRA WAVE** BOOTSY (Warner Bros. BSK-3433)	16	69

SWITCH ON *— Motown recording artists Switch recently visited KGFJ-AM in Los Angeles to thank the staff for its support. Pictured* ***standing*** *are (l-r): Jesus Garber, western regional R&B promotion manager, Motown; Jody Sims, Philip Ingram and Eddie Fluellen of the group; J.B. Stone, KGFJ program director; and Sam Watson, Motown local promotion. Pictured* ***seated*** *are (l-r): George Moore, KGFJ disc jockey; and Scooby-Doo, KGFJ staff.*

THE RHYTHM SECTION

ALL-AROUND GIRLS — The budding success of Cotillion/Atlantic recording family **Sister Sledge** is a reflection of the quartet's hard work and maturation in the music industry. These days it's not enough to write and perform your own material on vinyl; in order to reap the fullest creative and financial benefits of their skills, more and more artists are moving toward self-production as well. While this is certainly no earth-shattering revelation, when four sisters, whose vocal styles and likes vary, manage to collectively co-produce their own product, it's an event that puts a black eye on the myth of sibling rivalry. More importantly, for Sister Sledge it's a step toward more artistic freedom. On their current "All-American Girl" LP and title track, which is #6 bullet on the **Cash Box** B/C Singles chart, the sisters were aided in production by **Narada Michael Walden**, who, according to sister **Joanie Sledge**, "made the recording session fun and was beautiful about letting us stretch-out and handle some of the production work." Joanie said the sisters learned a great deal from watching and listening to the **Chic** production team of **Nile Rogers** and **Bernard Edwards** produce their "We Are Family" LP, whose title track became a B/C chart topper in 1979. And while the group gained national attention when the 1979 World Series champion Pittsburgh Pirates adopted the song as its anthem, Sister Sledge was capturing another entirely different audience with its Las Vegas showmanship. According to Joanie, the Las Vegas act does not resemble other live performances or necessarily reflect the contents of their albums, but instead exposes another level of their skills, another avenue by which the talented family can improve and control their creativity. Gaining more control over the vinyl product, while exploring other fronts of entertainment, can make possible the inevitable solo project excursions which each sister has contemplated. "Sister Sledge as an entity is a priority, but we each want to grow individually because we do have different tastes," said Joanie. "Going out and working on our own projects is something we all would like to do if it isn't detrimental to the group."

ARE YOU BLUE? — Inevitably one wonders who's spoofing who when it comes to the recently published annual *Playboy* Magazine Reader's Music Poll. Are we to assume that a majority of the prestigious men's magazine's sophisticated readers actually think that the **Blues Brothers** had the best R&B album last year and were the best R&B group of 1980? And riddle number two: who has one pop hit single in 1979, goes into professional hibernation for over a year in preparation of another LP which is yet to be released and wins *Playboy's* 1980 Reader's Poll for best female jazz vocalist? Why, **Rickie Lee Jones**, of course! While we realize that this is a reader's poll and that consumers certainly and rightfully should express their likes and dislikes, it's disturbing to see the results stray so far from reality. This is not to say, though, that the poll was a total washout. For example, it was heartening to see that **Bob Marley** and his **Wailers** copped the #4 honors in the best R&B group category behind the **Commodores** (#3), **Earth, Wind and Fire** (#2) and The Blues Brothers. Another encouraging readers' choice was selection of **Joan Armatrading** as the #3 R&B female vocalist, behind runner-up **Diana Ross** and category winner **Donna Summer**.

AIRWAVES — **George Ware**, head of the Black Music Assn.'s (BMA) radio division and Black Radio Advisory Council (BRAC), recently announced that the second in a series of regional seminars under the theme of "Crisis In Black Radio," will be held in Cleveland, Ohio at Cuyahoga Community College and that programmers, DJs and other radio personnel from the surrounding cities are invited to attend. Covering topics ranging from "The Impact of Communications in Society" to "Cable Radio as an Alternative," the first of the seminars was held last November in New York. According to Ware, there is a "lot of fear, scuttlebutt and hysteria" about the condition and future of black radio, but "little information." He added that "all of the problems in black radio are not political problems, but structural or professional problems" which can be addressed through the expertise of members on the seminar panel . . . WCIN-AM recently announced it will assume programming chores for WOKV-FM/, both in Cincinnati. According to program director **Mike Roberts**, both stations will simulcast an "urban contemporary, black-mass appeal" format during the morning and afternoon drive, Mon.-Fri. The AM will concentrate on the 25-49 year-old demographic while WOKV-FM, which has filed to have its called letters changed to WBLZ, will go after the 18-34 year-old demographic . . . KDIA/Oakland public affairs director **Khalil Paheem** recently hosted and directed the station's third annual Black Leadership conference, which was held at Merritt College in Oakland. Topics such as economics, education and the justice system were discussed by various local leaders.

MULTI-TRACKED — Qwest Records president **Quincy Jones** recently began production chores on the label's first solo release for the WEA-distributed company by **Patti Austin**. Work is in progress at New York's Media Sound Studios with **Richard Tee, Chris Parker, Anthony Jackson, Eric Gale, Ralph MacDonald** and **Bob James**. Music will be recorded in New York before Jones returns to Los Angeles where he will record Austin's vocals . . . Columbia Records' artist **Rodney Franklin** was recently in the Fantasy Studios mixing his upcoming LP . . . Fantasy/Honey artist **Sylvester** recently finished work on his forthcoming spring release, which was produced by long-time associate **Harvey Fuqua** . . . PIR's **Teddy Pendergrass** recently commenced work on his next album at Sigma Sound Studios in Philadelphia, with **Ken Gamble** and **Leon Huff** producing.

michael martinez

CASH BOX TOP 100

March 21, 1981

	Title	Artist (Label)	3/14	Weeks On Chart
1	DON'T STOP THE MUSIC	YARBROUGH & PEOPLES (Mercury/PolyGram 76085)	1	17
2	IT'S A LOVE THING	THE WHISPERS (Solar/RCA YB-12154)	3	10
3	BURN RUBBER	GAP BAND (Mercury/PolyGram 76091)	2	16
4	WATCHING YOU	SLAVE (Cotillion/Atlantic 46006)	5	15
5	THIGHS HIGH (GRIP YOUR HIPS AND MOVE)	TOM BROWNE (GRP/Arista GS 2510)	8	9
6	ALL AMERICAN GIRLS	SISTER SLEDGE (Cotillion/Atlantic 46007)	7	8
7	FANTASTIC VOYAGE	LAKESIDE (Solar/RCA YB-12129)	4	20
8	I AIN'T GONNA STAND FOR IT	STEVIE WONDER (Tamla/Motown T 54320F)	6	14
9	SUKIYAKI	A TASTE OF HONEY (Capitol P-4953)	17	9
10	BON BON VIE (GIMME THE GOOD LIFE)	T.S. MONK (Mirage/Atlantic WTG 3780)	13	15
11	JUST THE TWO OF US	GROVER WASHINGTON, JR. (Elektra E-47103)	14	7
12	I JUST LOVE THE MAN	THE JONES GIRLS (Phila. Int'l./CBS ZS6 3121)	9	17
13	TOGETHER	TIERRA (Boardwalk WS8-5702)	11	18
14	HEARTBREAK HOTEL	THE JACKSONS (Epic 19-50959)	10	16
15	BEING WITH YOU	SMOKEY ROBINSON (Tamla/Motown T 54321F)	26	6
16	PERFECT FIT	JERRY KNIGHT (A&M 2304)	21	7
17	BOOGIE BODY LAND	BAR-KAYS (Mercury/PolyGram 76088)	12	17
18	AND LOVE GOES ON	EARTH, WIND & FIRE (ARC/Columbia 11-11434)	19	7
19	TOO TIGHT	CON FUNK SHUN (Mercury/PolyGram 76089)	15	18
20	HOW 'BOUT US	CHAMPAIGN (Columbia 11-11433)	30	7
21	RAPTURE	BLONDIE (Chrysalis CHS 2485)	39	4
22	AI NO CORRIDA	QUINCY JONES (A&M 2309)	32	5
23	I HEAR MUSIC IN THE STREETS	UNLIMITED TOUCH (Prelude PRI 8023)	24	14
24	MAGIC MAN	ROBERT WINTERS & FALL (Buddah/Arista BDA 624)	25	13
25	8TH WONDER	THE SUGARHILL GANG (Sugar Hill SH-753)	18	14
26	EVERYTHING IS COOL	T-CONNECTION (Capitol P-4968)	27	8
27	TAKE IT TO THE TOP	KOOL & THE GANG (De-Lite/PolyGram DE 810)	36	4
28	WHAT A FOOL BELIEVES	ARETHA FRANKLIN (Arista AS 0591)	34	5
29	YOU'RE TOO LATE	FANTASY (Pavillion/CBS ZS6 6407)	33	7
30	LOVE'S CALLING	ZINGARA (Wheel WH 5001)	31	13
31	WHO SAID?	THE ISLEY BROTHERS (T-Neck/CBS ZS6 2293)	29	13
32	WHEN LOVE CALLS	ATLANTIC STARR (A&M 2312)	43	4
33	LOVERS AFTER ALL	MELISSA MANCHESTER and PEABO BRYSON (Arista AS 0587)	35	8
34	CELEBRATION	KOOL & THE GANG (De-Lite/PolyGram DE 807)	16	24
35	FEEL ME	CAMEO (Chocolate City/Casablanca/PolyGram CC 3222)	40	5
36	PRAISE	MARVIN GAYE (Tamla/Motown T 54322F)	50	4
37	GET TOUGH	KLEEER (Atlantic 3788)	44	6
38	FANCY DANCER	TWENNYNINE with LENNY WHITE (Elektra E-47087)	28	13
39	LOVE OVER AND OVER AGAIN	SWITCH (Gordy/Motown G 7198F)	22	20
40	BE YOURSELF	DEBRA LAWS (Elektra E-47084)	45	8
41	A WOMAN NEEDS LOVE (JUST LIKE YOU DO)	RAY PARKER, JR. & RAYDIO (Arista AS 0592)	55	3
42	WHAT TWO CAN DO	DENIECE WILLIAMS (ARC/Columbia 11-60504)	48	3
43	NEVER GONNA GIVE YOU UP	PATRICE RUSHEN (Elektra E-47113)	49	5
44	YOU LIKE ME DON'T YOU	JERMAINE JACKSON (Motown M 15035)	52	4
45	MEDLEY: YESTERDAY ONCE MORE/NOTHING REMAINS THE SAME	SPINNERS (Atlantic 3798)	47	5
46	ONE-WAY LOVE AFFAIR	SADANE (Warner Bros. WBS 49663)	54	5
47	YOU'RE THE BEST THING IN MY LIFE	THE DRAMATICS (MCA 51041)	37	13
48	MAKE THE WORLD STAND STILL	ROBERTA FLACK and PEABO BRYSON (Atlantic 3775)	20	16
49	FULL OF FIRE	SHALAMAR (Solar/RCA YB-12152)	23	14
50	TRY A LITTLE TENDERNESS	THE OHIO PLAYERS (Boardwalk WS8 5708)	58	4
51	HERE'S TO YOU	SKYY (Salsoul/RCA S7 2132)	38	18
52	I'M READY	KANO (Emergency EMS-4504)	41	17
53	MAKE THAT MOVE	SHALAMAR (Solar/RCA YB-12192)	65	2
54	HAVE YOU SEEN HER	THE CHI-LITES featuring GENE RECORD (20th Century Fox/RCA TC-2481)	61	5
55	WHAT CHA' GONNA DO FOR ME	CHAKA KHAN (Warner Bros. WBS 49692)	—	1
56	KEEP ON IT	STARPOINT (Chocolate City/Casablanca/PolyGram CC 3223)	67	4
57	I WANT IT	THE REDDINGS (Believe In A Dream/CBS ZS6 5602)	59	5
58	F-ENCOUNTER	BOOTSY (Warner Bros. WBS 49661)	60	6
59	MY LADY	ONE WAY (MCA 51054)	69	3
60	YOUNG LOVE	TEENA MARIE (Gordy/Motown G 7194F)	64	5
61	YOU'RE LYING	LINX (Chrysalis CHS 2461)	70	4
62	DON'T BE ASHAMED TO CALL MY NAME	BOHANNON (Phase II WS8-5654)	62	7
63	WHERE DID I GO WRONG	HEATWAVE (Epic 19-51005)	63	5
64	TONIGHT WE LOVE	RUFUS (MCA 51070)	77	3
65	MOMENT OF WEAKNESS	ENCHANTMENT (RCA PB-12163)	68	5
66	NEVER LIKE THIS	THE TWO TONS (Fantasy/Honey 906)	46	8
67	DOUBLE DUTCH BUS	FRANKIE SMITH (WMOT WS8 5356)	76	4
68	MELANCHOLY FIRE	NORMAN CONNORS (Arista AS 0581)	53	16
69	BIRTHDAY PARTY	GRANDMASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH-555)	74	5
70	CALL IT WHAT YOU WANT	BILL SUMMERS AND SUMMERS HEAT (MCA 51073)	80	2
71	WIND ME UP	R.J.'S LATEST ARRIVAL (Buddah/Arista BDA 625)	71	8
72	IN LOVE'S TIME	DELEGATION (Mercury/PolyGram 45-76094)	81	3
73	CAN YOU HANDLE IT	SHARON REDD (Prelude PRL 8024)	73	7
74	GOLDEN TOUCH	ROSE ROYCE (Whitfield/Warner Bros. WHI 49681)	83	2
75	BAD COMPANY	ULLANDA McCULLOUGH (Atlantic 3804)	—	1
76	TURN OUT THE LAMPLIGHT	GEORGE BENSON (Qwest/Warner Bros. WBS 49637)	66	14
77	WHAT ARE WE GOING TO DO WITH IT	BETTY WRIGHT (Epic 19-51009)	—	1
78	DANCE	SILVER PLATINUM (Spector Record Int'l. SRI-00009)	51	15
79	DIDN'T WE MAKE IT HAPPEN, BABY	BARRY WHITE & GLODEAN WHITE (Unlimited Gold/CBS ZS6 70064)	87	2
80	SURRENDER	PEACHES & HERB (Polydor PD 2157)	88	2
81	FEEL IT	REVELATION (Handshake WS8 5305)	90	3
82	SOMETHING TO REMEMBER	DYNASTY (Solar/RCA YB-12180)	94	2
83	FEELIN'	CAMERON (Salsoul/RCA S7 2134)	85	3
84	MEDLEY: WAITIN' ON A LETTER/MR. POSTMAN	THE ORIGINALS (Phase II WS8 5653)	84	6
85	BODY FEVER	BAR-KAYS (Mercury/PolyGram 76097)	—	1
86	YOU ARE	NITEFLYTE (Ariola/Arista OS-814)	92	2
87	LOVE IS A WAITING GAME	ROBERTA FLACK and PEABO BRYSON (Atlantic 3803)	—	1
88	YOU'D BE A MILLIONAIRE	BOBBY "BLUE" BLAND (MCA 51068)	91	3
89	LET'S DO IT	CONVERTION (Sam 81-5107)	89	4
90	GOT TO MAKE IT BETTER	MYSTIC MERLIN (Capitol 4961)	—	1
91	MAKE YOU MINE	SIDE EFFECT (Elektra E-47112)	—	1
92	VOICES INSIDE MY HEAD	COMMON SENSE (BC 4008)	93	3
93	CONNECTIONS AND DISCONNECTIONS	FUNKADELIC (LAX/WS8 70055)	95	2
94	BE ALRIGHT	ZAPP (Warner Bros. WBS 49623)	57	13
95	DO YOU REALLY MEAN GOODBYE?	MANHATTANS (Columbia 11-60511)	—	1
96	GLAD YOU CAME MY WAY	JOE SIMON (Posse POS 5005)	56	13
97	AND I'LL SEE YOU NO MORE	THE STYLISTICS (TSOP/CBS ZS6 4798)	82	4
98	LONELINESS	TAVARES (Capitol 4969)	72	6
99	UNITED TOGETHER	ARETHA FRANKLIN (Arista AS 0569)	42	18
100	SHINE ON	L.T.D. (A&M 2283)	75	19

ALPHABETIZED TOP 100 B/C (INCLUDING PUBLISHER AND LICENSEES)

A Woman Needs (Raydiola — ASCAP) 41
Ai No Corrida (Heathwave/ Lazy Lizard/ Intersong — ASCAP) 22
All American (Walden/Gratitude Sky — ASCAP/Irving/Kejoc/Baby Shoes/Ink — BMI) .. 6
And I'll See You (Assorted/Style Admin. by Mighty Three — BMI) 97
And Love (Almo/Verdangel/Cherubim — ASCAP/ Foster Frees/Irving — BMI) 18
Bad Company (Nick-O-Val — ASCAP) 75
Be Alright (Rubber Band — BMI) 94
Be Yourself (Hulaws — BMI/New East — ASCAP) . 40
Being With You (Bertam — ASCAP) 15
Birthday Party (Sugar Hill — BMI) 69
Body Fever (Bar-Kays/Warner Tamerlane — BMI) . 85
Bon Bon (Unichappell/Featherbed/Larball — BMI) 10
Boogie Body (Bar Kays/Warner-Tamerlane — BMI) 17
Burn Rubber (Total Experience — BMI) 3
Call It What (Bilsum — BMI) 70
Can You (Diamond In The Rough/Trumar — BMI) . 73
Celebration (Delightful/Fresh Start — BMI) 34
Connections And Disconnections (Milwaukee & Key Funk — BMI) 93
Dance (Bayard — BMI) 78
Didn't We Make (Sa-Vette/Six Continents — BMI/My Body's/World Song — ASCAP) 79
Do You Really Mean (Content — BMI) 95
Don't Be (Intersong/April Bohannon — ASCAP) ... 62
Don't Stop (Total X — BMI) 1
Double Dutch (WIMOT/Frashon/Supermarket — BMI) 67
8th Wonder (Commodores Pub./Jobete — BMI) .. 25
Everything Is Cool (T-Con Adm. by Irving — BMI) . 26
F-Encounter (Rubber Band — BMI) 58
Fancy Dancer (Mchoma/Cherubim — BMI/ASCAP) 38
Fantastic Voyage (Spectrum VII/Circle — ASCAP) . 7
Feel It (Rev Three/Fairbanks — BMI) 81
Feel Me (Better Days — BMI/Better Nights — ASCAP) 35
Feelin' (One To One — ASCAP) 83
Full Of Fire (Spectrum VII/Mykinda — ASCAP) 49
Get Tough (Alex & Soufus — ASCAP) 37
Glad You Came (Posie — BMI) 96
Golden Touch (May Twelfth/Warner Tamerlane — BMI) 74
Got To Make It Better (Music Tree/Butterfly Gong — BMI) 90
Have You Seen Her (Six Continents — BMI) 54
Heartbreak Hotel (Mijac — BMI) 14
Here's To You (One To One — ASCAP) 51
How 'Bout (Dana Walden — LCENSE Pending) 20
I Ain't Gonna (Jobete & Black Bull — ASCAP) 8
I Hear Music (Unlimited Touch/Phylmar — ASCAP) 23
I Just Love (Assorted — BMI) 12
I Want It (Last Colony/Band Of Angels — BMI) 57
I'm Ready (Emergency — ASCAP) 52
In Love's Time (Screen Gems-EMI — BMI) 72
It's A Love (Spectrum VII/Mykinda — ASCAP) 2
Just The Two (Antisia — ASCAP) 11
Keep On (Harrindur/Licyndiana/Ensign — BMI) ... 56
Let's Do It (Calebur Compositions/Leeds/Pap/Mideb — ASCAP) 89
Loneliness (Ritesonian/Bogani's — ASCAP) 98
Love Is A Waiting (WB/Peabo/Very Every — ASCAP)87
Love Over (Jobete — ASCAP) 39
Lovers After All (Rumanian Pickleworks — BMI/ Leon Ware — ASCAP) 33
Love's Calling (Platinum Ear — BMI) 30
Magic Man (Almo/Ray Jay/Simalar/Lucky Break — ASCAP/Irving — BMI) 24
Make That Move (Spectrum VII/Mykinda — ASCAP)53
Make The World (WB/Peabo/Very Every — ASCAP)48
Make You Mine (Relaxed/Happy Birthday/Tuff Cookie — BMI) 91
Melancholy Fire (Arista — ASCAP) 68
Moment of Weakness (Groovesville/Forgotton — BMI) 65
Mr. Postman (Intersong/April Bohannon — ASCAP)84
My Lady (Perk's/Duchess — BMI) 59
Never Gonna Give (Baby Fingers — ASCAP/ Freddie Dee — BMI) 43
Never Like This (Jobete — ASCAP) 66
Nothing Remains (Sumac — BMI) 45
One-Way Love (Frozen Butterfly — BMI) 46
Perfect Fit (Almo/Crimsco — ASCAP) 16
Praise 36
Rapture (Rare Blue/Monster Island — ASCAP) 21
Shine On (Almo/McRovscod — ASCAP/ Irving/Buchanan Kerr — BMI) 100
Something To Remember (Spectrum VII/Mykinda — ASCAP/Proud Tunes — BMI) 82
Sukiyaki (Beechwood — BMI) 9
Surrender (Bull Pen — BMI) 80
Take It (Delightful/Fresh Start — BMI) 27
Thighs High (Thomas Browne/Roaring Fork — BMI) 5
Together (Mighty Three — BMI) 13
Tonight We Love (Overdue — ASCAP) 64
Too Tight (Val-ie-Joe — BMI) 19
Try A Little (Campbell, Connelly/ Robins — ASCAP) 50
Turn Out (Rondor (London) Admin. by Almo — ASCAP) 76
United Together (Jays Enterprises/Baby Love/Chappell/Phivin International — ASCAP) .. 99
Voices Inside (Chappell — ASCAP) 92
Waitin' On (Intersong/April Bohannon — ASCAP) . 84
Watching You (Slave song/Cotillion — BMI) 4
What A Fool (Snug/Milk Money — ASCAP) 28
What Are You Going (Jobete/Black Bull/Danbet — ASCAP) 77
What Cha' Gonna (Average (Admin. by Ackee) Longdog — ASCAP) 55
What Two (Bellboy/Kee-Drick — BMI) 42
When Love Calls (Almo/Newban/Audio — ASCAP) 32
Where Did I Go (Johnny Wilder — BMI) 63
Who Said? (Bovina — ASCAP) 31
Wind Me Up (Big Seven/Arrival — BMI) 71
Yesterday (Almo/Hammer & Nails — ASCAP) 45
You Are (Torano — BMI) 86
You Like Me Don't You (Jobete — ASCAP) 44
Young Love (Jobete — ASCAP) 60
You'd Be (Special Agent/Adm. by Alvert — BMI) . 88
You're Lying (Solid/Aves — license pending) 61
You're The Best (Groovesville/Supercloud/ Arturus II — BMI) 47
You're Too Late (Rightsong/Pavillian/Listi — BMI) . 29

BLACK CONTEMPORARY

MOST ADDED SINGLES

1. **WHAT CHA' GONNA DO FOR ME — CHAKA KHAN — WARNER BROS.**
   WJMO, WGCI, WEDR, WWRL, WENZ, WDAS, WILD, KDAY, WSOK, WTLC, KGFJ, WRBD, WNHC, WOKB, KATZ, WATV, WGIV, WAOK, KPRS, WGPR-FM, V103
2. **BAD COMPANY — ULLANDA McCULLOUGH — ATLANTIC**
   WBMX, WWIN, WDIA, WILD, WSOK, WTLC, WPAL, WLLE, KPRS, WDAO
3. **WHAT ARE WE GOING TO DO WITH IT — BETTY WRIGHT — EPIC**
   WEDR, WWIN, WSOK, WPAL, WOKB, WWDM, WGIV
4. **A WOMAN NEEDS LOVE (JUST LIKE YOU DO) — RAY PARKER, JR. & RAYDIO — ARISTA**
   WGCI, WKND, WOKB, WGIV, WLOU, WVKO
5. **TONIGHT WE LOVE — RUFUS — MCA**
   KGFJ, WUFO, WATV, WGIV, WAWA, WVKO
6. **BODY FEVER — BAR-KAYS — MERCURY/POLYGRAM**
   WEDR, WSOK, WRBD, WNHC, WAOK, WDAO
7. **KEEP ON IT — STARPOINT — CHOCOLATE CITY/CASABLANCA**
   WJMO, KOKA, V103, WGIV, KPRS
8. **LOVE IS A WAITING GAME — ROBERTA FLACK AND PEABO BRYSON — ATLANTIC**
   WRBD, WNHC, WOKB, WWDM, KPRS

MOST ADDED ALBUMS

1. **GRAND SLAM — THE ISLEY BROTHERS — T-NECK/CBS**
   WGCI, WBMX, WEDR, WWRL, WENZ, WWIN, WILD, WSOK, WTLC, WOKB, WUFO, WWDM, WLUM
2. **PARTY 'TIL YOU'RE BROKE — RUFUS — MCA**
   WSOK, KSOL, WRBD, WOKB, KATZ, WATV, WGIV, KPRS, WDAO
3. **ONE WAY LOVE AFFAIR — SADANE — WARNER BROS.**
   WILD, WTLC, KSOL, WRBD, WNHC, WGIV, WLUM

UP AND COMING

HEART TO HEART — BOBBY KING — WARNER BROS.

YOUR LOVE IS ON THE ONE — LAKESIDE — SOLAR/RCA

CHILL-OUT! — FREE EXPRESSION — VANGUARD

REACTION SATISFACTION — SUN — CAPITOL

LA LA MEANS I LOVE YOU — L.A. BOPPERS — MERCURY/POLYGRAM

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — SLAVE
HOTS: S. Robinson, J. Knight, G. Washington, Yarbrough & Peoples, Whispers, T.S. Monk, Taste of Honey, Earth, Wind & Fire, Sister Sledge, T. Browne, Gap Band, Q. Jones, T-Connection, Champaign. ADDS: Starpoint, Chaka Khan, Chi-Lites. LP ADDS: Eloise Laws, Young & Company, Tierra, Mystic Merlin, P. Bryson, D. Williams, B. Wright.

WAOK — ATLANTA — CARL CONNOR, PD
HOTS: T. Browne, Prince, J. Knight, Manchester/Bryson, Two Tons, Taste of Honey, Earth, Wind & Fire, T.S. Monk, S. Redd, R. Winters & Fall, Shalamar, Fantasy, T-Connection, Champaign, Q. Jones, G. Washington, Blondie. ADDS: Bar-Kays, Grandmaster Flash, Kleeer, Sadane, Chaka Khan, Lani Hall, Nitelfyte, Delegation. LP ADDS: D. Williams, Common Sense, Skyline.

WWIN — BALTIMORE — CURTIS ANDERSON, MD
HOTS: Convertion, T. Brown, Slave, Gap Band, Whispers, R. Winters & Fall, E. Birdsong, S. Robinson, Atlantic Starr. ADDS: B. Wright, Timmy Thomas, J. Cliff, Parliament, Barry & Glodean White, Ullanda McCullough, Mighty Fire, Midnight Blue, Mystic Merlin, Trickeration, RGB. LP ADDS: Atlantic Starr, Love Unlimited Orch., Isley Bros., Leda Grace, Markley Band, Ozone, One Way.

WATV — BIRMINGHAM — BILL GROVER, MD
HOTS: Heatwave, Yarbrough & Peoples, One Way, Coffee, S. Wonder, Wilson Pickett, P. Rushen, Zapp, Starpoint, Sister Sledge, Shalamar, M. Starr, Whispers, Skyy, M. Walden, Spinners, J. Knight, Originals, Taste of Honey, Bootsy, S. Robinson, Atlantic Starr, A. Franklin, McCrarys, M. Gaye, J. Jackson, Dynasty. ADDS: C. Khan, Rose Royce, Rufus, Victor Tavares, Enchantment, Timmy Thomas. LP ADDS: Love Unlimited, Jimmy & Vella Cameron, Rose Royce, Cold Fire, Rufus, Bernard Wright.

WILD — BOSTON — BUTTERBALL JR., MD — #1 — YARBROUGH & PEOPLES
HOTS: 13 To 7 — R. Winters & Fall, 16 To 12 — Free Expression, 19 To 15 — Fantasy, 20 To 17 — T-Connection, 26 To 22 — Convertion, 29 To 23 — Taste of Honey, 31 To 24 — Kleeer, 30 To 26 — Jermaine Jackson, 35 To 29 — Champaign, 36 To 30 — Atlantic Starr, 34 To 31 — Kool & Gang, 37 To 34 — Q. Jones, 38 To 35 — Linx, 40 To 37 — F. Smith, 39 To 36 — Spinners, Ex To 38 — Shalamar, HB To 38 — Leprechan, HB To 40 — Holt 45. ADDS: Firefly, Sun, Timmy Thomas, P. Rushen, Ullanda McCullough, Chaka Khan, Side Effect. LP ADDS: Isley Bros., Sadane, Mystic Merlin, Leon Ware.

WUFO — BUFFALO — KEITH POLLARD, PD — #1 — S. WONDER
HOTS: Boz Scaggs, Steely Dan, Tierra, Kleeer, Sister Sledge, S. Robinson, R. Winters & Fall, Q. Jones, Bootsy, T-Connection, L. Ware, Taste of Honey, G. Washington, A. Franklin, Debra Laws, Stone City Band, Unlimited Touch, Raydio. ADDS: M. Gaye, Blondie, Atlantic Starr, Shalamar, P. Rushen, McCrarys, Wanda & Michael Walden, Blue Magic, M. Manchester/P. Bryson, Rufus. LP ADDS: Isley Bros., S. Robinson, B. Preston, Delegation, D. Laws, Phil Collins, Daniel Hawkins.

WPAL — CHARLESTON — THERON SNYPE, MD — #1 — SISTER SLEDGE
HOTS: T. Browne, J. Jackson, S. Robinson, L. White, T-Connection, Q. Jones, Earth, Wind & Fire, Kool & Gang, Peaches & Herb, Sadane, Champaign, Delegation, Kleeer, G. Washington, One Way, Reddings, Spinners, Raydio, Atlantic Starr, Starpoint, M. Gaye, Leon Ware. ADDS: B. Wright, Executive, Ullanda McCullough, E. Birdsong, Bobby King, Free Expression. LP ADDS: E. Phillips.

WGIV — CHARLOTTE — JOANN GRAHAM, MD
HOTS: Taste of Honey, Earth, Wind & Fire, Champaign, R.J.'s Latest Arrival, Atlantic Starr, Whispers, S. Robinson, Delegation, J. Knight, G. Benson, E. Birdsong, Silver Platinum, Q. Jones, J. Bristol, Sister Sledge, A. Meyers, P. Rushen. ADDS: B. Wright, Bill Summers, Dynasty, Starpoint, Raydio, All Points Bulletin, Bootsy, Rufus, Lakeside, C. Khan. LP ADDS: E. Phillips, Sadane, L. Ware, Champaign, T-Connection, Rufus.

WGCI — CHICAGO — STEVE HARRIS, MD
HOTS: Yarbrough & Peoples, Gap Band, Lakeside, Slave, T.S. Monk, Jones Girls, Whispers, S. Robinson, Cameo. ADDS: G. Dunlap, C. Khan, Raydio, Joyce Lawson, Steely Dan. LP ADDS: Isley Brothers, Enchantment.

WBMX — CHICAGO — SPANKY LANE, PD
HOTS: Yarbrough & Peoples, Slave, Lakeside, Gap Band, T.S. Monk, Heatwave, Atlantic Starr, G. Washington, T. Browne, Kano, Sister Sledge, S. Robinson, Cameo, A. Franklin, J. Jackson. ADDS: G. Dunlap, Ullanda McCullough, M. Gaye, F. Smith, Barry & Glodean White, M. Manchester/P. Bryson, Teena Marie, Dennis Brown. LP ADDS: Sister Sledge, BB King, Isley Brothers, Leon Ware, Omni, Rose Royce, Gap Band, P. Rushen.

WJMO — CLEVELAND — BERNIE MOODY, PD — #1 — YARBROUGH & PEOPLES
JUMPS: 8 To 3 — R. Winters & Fall, 10 To 5 — Cameo, 15 To 9 — T.S. Monk, 17 To 14 — Taste of Honey, 28 To 24 — Zingara, 31 To 28 — Champaign. ADDS: Jermaine Jackson, Chaka Khan, Ohio Players, Sadane, Starpoint.

KDKO — DENVER — KEVIN BROWN, MD
HOTS: Kleeer, Kenny Loggins, Blondie, Daryl Hall & John Oates, M. Gaye, S. Mills, Yarbrough & Peoples, G. Benson, Grover, Aretha. ADDS: Manhattans, Skyy, Blue Magic, RGB, Lakeside, Lucas, Rose Royce, N. Walden. LP ADDS: D. Laws, Unlimited Touch, J. Knight, Leda Grace, Tierra.

WGPR-FM — DETROIT — GEORGE WHITE, PD — #1 — GAP BAND
HOTS: Yarbrough & Peoples, T. Browne, W. Felder, Zingara, Unlimited Touch, J. Knight, Sugarhill Gang, Slave, Switch, L. White, Taste of Honey, Sister Sledge, Atlantic Starr, G. Washington, D. Laws, M. Manchester/P. Bryson, A. Franklin, Fatback. ADDS: James Brown, Tierra, Skyy, Side Effect, C. Khan, Blondie, Dynasty, Blackbyrds, Bernard Wright. LP ADDS: Dennis Brown.

WRBD — FT. LAUDERDALE — JAMES THOMAS, MD — #1 — ZINGARA
JUMPS: 7 To 3 — T. Brown, 9 To 4 — J. Knight, 13 To 7 — Taste of Honey, 16 To 13 — King Tutt, 18 To 14 — T-Connection, 19 To 15 — Zapp, 20 To 16 — Kleeer, 24 To 17 — Champaign, 25 To 18 — Enchantment, 26 To 19 — One Way, 27 To 20 — F. Smith, 29 To 22 — Spinners, 32 To 24 — R. Winters & Fall, 28 To 25 — Q. Jones, 30 To 26 — Fantasy, 31 To 27 — Starpoint, 33 To 28 — J. Cliff, 42 To 29 — Raydio, 36 To 30 — A. Franklin, 41 To 31 — Grandmaster Flash, 37 To 34 — Kool & Gang, 38 To 35 — Dynasty, 39 To 36 — P. Rushen, 43 To 37 — D. Williams, Ex To 38 — Cameo, 44 To 40 — Atlantic Starr, 45 To 41 — A. Meyers, Ex To 42 — Rufus, Ex To 43 — Shalamar, HB To 44 — B.B. King, HB To 45 — Convertion. ADDS: R. Flack/P. Bryson, C. Khan, Bar-Kays, E. Birdsong, Mantas, Mel Sheppard, T. Thomas, Mystic Merlin, W. Williams, L. Garrett. LP ADDS: Rufus, Sadane, J. Knight, S. Robinson.

WKND — HARTFORD — EDDIE JORDAN, MD
JUMPS: 11 To 3 — T. Browne, 24 To 14 — Shalamar, 32 To 26 — S. Robinson, 33 To 27 — Delegation, 34 To 30 — Atlantic Starr, 35 To 31 — Al Hudson, 36 To 32 — Spinners, 37 To 33 — P. Rushen, 38 To 34 — E. Laws, 39 To 35 — Heaven & Earth, 27 To 24 — J. Knight, 26 To 22 — Kool & Gang, 17 To 13 — G. Washington, 16 To 12 — Champaign, Ex To 37 — Q. Jones. ADDS: Cameron, Raydio, D. Laws. LP ADDS: S. Robinson.

KMJQ — HOUSTON — BILL TRAVIS, PD — #1 — YARBROUGH & PEOPLES
HOTS: Jones Girls, Gap Band, Lakeside, A. Franklin, Kool & Gang, Switch, Tom Browne, Con Funk Shun, Whispers, G. Washington, P. Rushen, A. Franklin, Sister Sledge, Isleys, Prince, T.S. Monk, S. Wonder, S. Robinson, Cameo, M. Gaye, T-Connection, L. White, Reddings, Jacksons. ADDS: Debra Laws.

WTLC — INDIANAPOLIS — ROGER HOLLOWAY, MD
HOTS: Kleeer, G. Washington, Atlantic Starr, Funkadelic, S. Robinson, Q. Jones, Grandmaster Flash, J. Jackson, Champaign, E. Birdsong, M. Gaye, D. Williams, One Way, P. Rushen, Manchester/Bryson, Earth, Wind & Fire, Bill Summers, Kool & Gang, Sadane, Starpoint. ADDS: C. Khan, Ullanda McCullough, Mighty Fire. LP ADDS: Champaign, Isley Bros., Love Unlimited, Markley Band, Millie Jackson, Jack McDuff, Positive Force, Silver Platinum, Sadane, F. Hooker & Positive People.

KDAY — LOS ANGELES — JON BADEAUX, MD — #1 — GROVER WASHINGTON
HOTS: Sister Sledge, J. Knight, Q. Jones, S. Robinson, Earth, Wind & Fire, Champaign, R. Winters & Fall, T-Connection, Fantasy. ADDS: Chaka Khan, M. Gaye, Eloise Laws, Chi-Lites. LP ADDS: Tom Browne, Blondie, P. Bryson.

KGFJ — LOS ANGELES — J.B. STONE, MD
HOTS: Lakeside, Gap Band, Whispers, Yarbrough & Peoples, Slave, Taste of Honey, T.S. Monk, Champaign, J. Knight, R. Winters & Fall. ADDS: Chaka Khan, Rufus, Jermaine Jackson, Atlantic Starr, One Way, Heatwave, Delegation. LP ADDS: Gap Band, E. Laws, D. Ross.

WDIA — MEMPHIS — MARK CHRISTIAN, PD
HOTS: Yarbrough & Peoples, Gap Band, S. Robinson, Tom Browne, Taste of Honey, Kool & Gang, A. Franklin, Champaign, B. Bland, G. Washington, R. Winters & Fall, J. Jackson, J. Knight, Zapp, Whispers, Slave, Cameo, Q. Jones, W. Pickett, Manchester/Bryson, Kleeer, Sister Sledge, P. Rushen, Chi-Lites, Enchantment. ADDS: Ullanda McCullough, Zingara. LP ADDS: Jack McDuff.

WEDR — MIAMI — GEORGE JONES, MD — #1 — SLAVE
JUMPS: 7 To 3 — T.S. Monk, 16 To 10 — Common Sense. ADDS: K.C., Dayton, Chaka Khan, B. Wright, Ramona Brooks, Leprechan, Penny Johnson, Holt 45, Bar-Kays, Victor Tavares. LP ADDS: S. Robinson, Mystic Merlin, Isley Brothers, Champaign.

WWRL — NEW YORK — LINDA HAYNES, MD
HOTS: Taste of Honey, S. Wonder, Kool & Gang, Whispers, M. Gaye, Earth, Wind & Fire, S. Robinson, J. Jackson, Dramatics, Seawind, Atlantic Starr. ADDS: Chaka Khan, Revelation, D. Williams, James Brown, L.A. Boppers, Isley Bros.

WOKB — ORLANDO — BRETT LEWIS, PD — #1 — GAP BAND
HOTS: T. Brown, Grandmaster Flash, Shalamar, S. Robinson, Sister Sledge, J. Knight, Taste of Honey, T-Connection, A. Franklin, Yarbrough & Peoples, Unlimited Touch, Atlantic Starr, Reddings, Rufus. ADDS: Lakeside, Chaka Khan, B. Wright, Dayton, Raydio, R. Flack/P. Bryson. LP ADDS: Silver Platinum, Champaign, General Caln, Rufus, Isley Brothers.

WDAS — PHILADELPHIA — JOE TAMBURRO — #1 — F. SMITH
HOTS: Gap Band, Yarbrough & Peoples, Whispers, Slave, T. Browne, S. Robinson, Skyy, Zingara, Taste of Honey, L. White, M. Gaye, T.S. Monk, G. Washington, R. Winters & Fall, Q. Jones. ADDS: Chaka Khan, Rick James, T. Gardner, Ramona Brooks, D. Summer, Brenda Russell, Lakeside, L.A. Boppers. LP ADDS: Stone City Band, "Stir Crazy."

WAMO — PITTSBURGH — KEN ALLEN, PD — #1 — T. BROWNE
JUMPS: 7 To 3 — Taste of Honey, 9 To 4 — Kleeer, 10 To 5 — S. Robinson, 13 To 8 — J. Jackson, 17 To 11 — Cameo, 16 To 13 — T. Marie, 19 To 14 — Cameron, 20 To 15 — Starpoint, 23 To 16 — A. Franklin, 27 To 20 — Unlimited Touch, 28 To 22 — M. Manchester/P. Bryson, 32 To 23 — Common Sense, 29 To 24 — Champaign, 33 To 25 — Atlantic Starr, 30 To 26 — S. Redd, 34 To 27 — Enchantment, 35 To 28 — One Way, 37 To 29 — Grandmaster Flash, 38 To 30 — Kool & Gang, 36 To 31 — Lipps, Inc., 39 To 34 — Sadane, 40 To 35 — Raydio, HB To 32 — Dazz Band, HB To 33 — Free Expression, HB To 37 — Reddings, HB To 38 — D. Laws. ADDS: M. Henderson, Q. Jones, D. Laws, Reddings, D. Williams, Free Expression, Dazz Band, F. Smith, B. Summers, Skyy, M. Gaye. LP ADDS: Kleeer.

WLLE — RALEIGH — CAESAR GOODING, MD — #1 — WHISPERS
HOTS: Gap Band, Yarbrough & Peoples, Tome Browne, RJ's Latest Arrival, S. Redd, M. Gaye, T-Connection, S. Robinson, Kleeer, Unlimited Touch, Kool & Gang, Raydio, Nitefyte, W. Lewis, Shalamar, Champaign, Bill Summers, Q. Jones. ADDS: D. Ross, Ullanda McCullough, Mantra.

WENZ — RICHMOND — PAUL CHILDS, PD — #1 — YARBROUGH & PEOPLES
JUMPS: HB To 26 — Champaign, HB To 25 — Raydio, 27 To 24 — M. Gaye, 26 To 23 — Reddings, 28 To 22 — G. Washington, HB To 19 — Grandmaster Flash, 22 To 18 — Manchester/Bryson, 25 To 21 — S. Robinson, 21 To 16 — T-Connection, 20 To 15 — J.R. Funk, 18 To 14 — Taste of Honey, 15 To 12 — Dramatics, 14 To 11 — L. Williams, 10 To 7 — Sister Sledge. ADDS: Kleeer, Linx, C. Khan, Sadane, Atlantic Starr, Eloise Laws. LP ADDS: S. Robinson, Isley Bros., T-Connection, B. Mason, P. Bryson.

KSOL — SAN FRANCISCO — J.J. JEFFREIES, PD — #1 — YARBROUGH & PEOPLES
JUMPS: 23 To 20 — Cameo, 13 To 8 — Earth, Wind & Fire, 16 To 13 — J. Knight, 20 To 14 — S. Robinson. ADDS: Q. Jones, Kool & Gang, D. Laws. LP ADDS: J.J. Jackson, Spinners, Sadane, Ohio Players, Rufus.

KOKA — SHREVEPORT — B.B. DAVIS, MD — #1 — GAP BAND
HOTS: Sister Sledge, Slave, T. Browne, Lakeside, M. Gaye, Yarbrough & Peoples, S. Robinson, Cameo, Reddings. ADDS: Chi-Lites, Atlantic Starr, Starpoint, F. Smith, Shalamar, Sho Nuff, Timmy Thomas, Common Sense. LP ADDS: Yarbrough & Peoples.

KATZ — ST. LOUIS — EARL PERNELL, MD — #1 — YARBROUGH & PEOPLES
JUMPS: 11 To 5 — Whispers, 10 To 6 — G. Washington, 12 To 9 — Sister Sledge, 22 To 10 — Bootsy, 18 To 11 — Grandmaster Flash, 24 To 13 — Champaign, 19 To 15 — Earth, Wind & Fire, 28 To 17 — T-Connection, 29 To 18 — Heatwave, 37 To 27 — Cameo, 26 To 22 — Kool & Gang, 38 To 24 — Unlimited Touch, 30 To 25 — One Way, 31 To 28 — J. Knight, HB To 36 — D. Williams, HB To 35 — Rufus, HB To 37 — Peaches & Herb, HB To 38 — S. Robinson, 40 To 33 — Raydio, HB To 40 — L. Rawls. ADDS: Side Effect, Chaka Khan, Skyy. LP ADDS: S. Robinson, Rufus.

OK100 — WASHINGTON — DWIGHT LANGLEY, MD
HOTS: Sister Sledge, M. Gaye, Gap Band, Slave, Q. Jones, G. Washington, Fantasy, Atlantic Starr, L. White, Champaign, Taste of Honey, Kool & Gang, T. Browne. ADDS: Shalamar, P. Rushen, Spinners, Raydio, Sadane, Kleeer. LP ADDS: Earth, Wind & Fire.

Postage Hike, Strong Dollar Hamper Small Export Firms

(continued from page 5)

competition for us to just pass the cost along."

"It now costs me $3 to mail my catalog to Japan," James Eigo of Daybreak Express added. "I can't just absorb that, it has to be passed along somewhere."

Strong Dollar Slows Orders

The strengthening of the American dollar against foreign currency has also been exercising a marked influence on exporters, regardless of size or volume. Customers, particularly in Europe, have been cutting back or cancelling orders as the value of the American dollar rises.

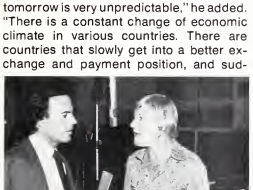
"As the dollar has been getting stronger, I've been noticing that orders on $8.98 and higher priced items are being cut," said Bill Medeot of Wamid, Inc.

David Eskin of David Eskin, Inc., agreed. "Canadian records are cheaper," he pointed out, "and they're getting quite competitive as the value of their dollar goes down. The Portuguese record prices are also quite cheap."

"I am concerned about the exchange rate," said Eltron's Glaser. "It is too early to say that there has been a drop in the business because of the dollar's strength, but there is a hesitation on the part of some buyers who are waiting to see if the dollar will go down. If you ask me, 'do I have a crystal ball and will the dollar go down?' I say, 'yes. The dollar will be back down where it should be by June.' The economic health of the U.S. leaves much to be desired, and there is no good basis upon which to rest such confidence in the dollar. It's purely a speculative thing.

Export Market Unpredictable

"What will happen in the export market tomorrow is very unpredictable," he added. "There is a constant change of economic climate in various countries. There are countries that slowly get into a better exchange and payment position, and suddenly relax the limit of imports. One European country turned around 100%. But for what you gain, you lose another. Things in Central Europe right now are very soft, and Germany is in a mild recession. The last things they are buying these days are records. There is no question that their business has gone back."



SHOWTIME IN BRAZIL *— CBS recording artist Ray Coniff's recent TV special,* One Day In The Life Of Ray Coniff, *was aired throughout Latin America to an audience of 200 million. One of the guests on the show was CBS recording artist Julio Iglesias (l), pictured here chatting with Coniff.*

"One of our larger customers has ceased buying altogether, based partly upon the strength of the dollar," Stratford's Fletcher pointed out. "We feel there are other people who could take up the slack for us, but aren't because of the dollar. Some of my customers come out and say they are waiting for the dollar to weaken. And the orders are somewhat smaller, with some accounts cutting their new release orders in half."

"Business has started to pick up in the last month," noted Cardinal's Dammer. "But that's really been a result of the troubles of Record Shack and Sam Goody's, rather than a weakening of the dollar. New business is coming in bits and pieces, and customers that had lost interest are coming back."

But, ultimately, continued uncertainties about the dollar and additional shipping costs have resulted in tighter credit controls and more apprehensive purchasing by overseas accounts.

Payments Slower

"Those few customers to whom we do give credit to have slowed down somewhat in their payments," said Fletcher. "But it's not necessarily the customer's fault. Some of the banks overseas have become notorious for playing the currency rates. A customer will authorize a bank to pay invoices, and the bank will hold it for weeks. We've had this experience in the past. But yes, the strengthening of the dollar has slowed payments somewhat, and consequently, we have to keep a closer watch on our customers."

Town Hall's Reninick reported that that company has "one or two pre-paid accounts, and everybody else is on sight draft or C.O.D." Leon of Albert Schult, Inc. summed up the policy of most exporters when he said, "We never give credit. We have very few open accounts, and those are only companies we've been dealing with for 25 years."

"Everybody's tight on credit," Record Haven's export director, Jim McCarthy said. "And our customers are being much more careful about what they buy, often buying only what is pre-sold. Many of the European distributors that used to speculate on new releases simply aren't doing that anymore. Everybody wants to keep their business in hand."

MOTOR PROMOTION *— Bronze (U.K.) recording group Motorhead recently completed a promotional tour of Europe, that included a stop in Stockholm to meet with Sonet Records (its distributor in Scandinavia) and conduct press and TV interviews. Pictured at Stockholm Airport are (l-r): Lars-Olof Helen, Sonet; Lemmy Kilmister of the group; Gerry Bron, Bronze; Phil Taylor of the group; Gordon Simpson, Bronze; and Eddie Clarke of the group.*

Island's Blackwell Will Issue One Plus One Tapes In U.S.

(continued from page 8)

U.S. industry may have something to do with what he called a "sluggish" attitude toward the situation from Warner Bros. "I have certain elements of support there, but they're in a difficult situation because as part of the RIAA, they don't want to go up against everyone else."

Still, he said, he didn't think Warner Bros. would ultimately refuse to distribute the One Plus Ones. "I think they're a good company and are sensitive to the requirements of the artists and labels they make deals with," he stated. "Even if they won't do it for themselves, I think they'll do it for Island. After all, they know it's Island's neck that's on the line."

Asked by **Cash Box** about the current feeling toward the One Plus One situation at Warner Bros., Lou Dennis, vice president, director of sales, said, "We are observing the situation in England before making any decision in America."

Blackwell claimed he had not yet heard any reaction to the one Plus One idea from the blank tape manufacturers. "We made a deal with BASF to manufacture the cassettes for England. They have a reputation for quality, and we felt that we needed their credibility," he said.

Blackwell also revealed that in order to step up the quality of his cassettes and lower the price considerably at the same time, Island was forced to reduce its profit margin per tape. Therefore, he said, the company is depending on increased volume to pick up the slack. He believes, though, that "the future of the volume business will be in cassettes."

Island expects that the One Plus One concept will at first be viewed warily by the consumer, whose experience with prerecorded cassettes may not have been a happy one. To prevent resistance on this level, Blackwell said he will lower the quality of the graphics on the One Plus One from color to black and white. "One of the best ways to overcome consumer wariness is to package it so that it looks like that money is being saved on the graphics. Today people are more into the functional aspects of a product than the cosmetic," he stated.

No Extra Cost

"It doesn't cost anything to do it," he related. "The whole problem is that the record business hasn't concerned itself with this kind of thing, they've just thrown the cassettes out and charged the same or more than a record without supplying what people want. Then they're surprised when people make their own."

"The record business is antiquated," he complained. "The problem with all these businesses is that they're owned by large corporations and are now being run by lawyers and accountants in most cases. Their policy is defense, not attack. The only people still making things consumers want are the Japanese, because there's still a Mr. Honda and a Mr. Morita who makes Sony. The 'Walkman' tape player couldn't have been invented in England or America because corporations don't think that way any more."

Blackwell's merchandising innovations are not confined to the area of records and cassettes, however. Recently, he undertook his first motion picture production project. *Countryman*, a film that will deal with reggae. "At the moment I'm not sure how I'm going to distribute it," he admitted, "but I am sure I'm going to release it on videocassettes first. This will be something new again. I hope and feel I'll get support from the stores in promoting a totally new film on a retail level before it's been seen in a theater, but when you try to do something new, you always meet some resistance."

Blackwell plans to release the soundtrack — half Bob Marley, half various reggae artists — on Island simultaneously with the videocassette and, of course, the One Plus One cassette version.

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

1 **Another One Bites The Dust** — Queen — EMI
2 **Ahora O Nunca** — Angela Carrasco — Microfon
3 **Woman In Love** — Barbra Streisand — CBS
4 **No Eres Mi Guardian** — Sonia Rivas — Microfon
5 **Lanza Perfume** — Rita Lee — RCA
6 **Tremendo Amor** — Maria Celeste — CBS
7 **Don't Stand So Close To Me** — The Police — CBS
8 **Su-Ku-Leu** — Tantra — Phonogram
9 **Perdoname** — Camilo Sesto — Microfon
10 **Solo Tu, Solo Yo** — Toto Cutugno — Interdisc

TOP TEN LPs

1 **The Game** — Queen — EMI
2 **Memories** — various artists — K-tel/ATC
3 **Recordando** — Sandro — K-tel
4 ***Las Vacaciones Del Amor*** — soundtrack — Microfon
5 **Tributo A Los Cinco Latinos** — Estela Raval — ATC
6 **Parchis** — Los Parchis — Tonodisc/ATC
7 **En Castellano** — Roberto Carlos — CBS
8 **14 Grandes Exitos** — Julio Sosa — K-tel/ATC
9 **Rita Lee** — RCA
10 **17 Top Hits 1981** — various artists — Phonogram

—Prensario

Australia

TOP TEN 45s

1 **Counting The Beat** — The Swingers — Mushroom
2 **Stop The Cavalry** — Jona Lewie — Stiff
3 **Duncan** — Slim Dusty — Columbia
4 **Antmusic** — Adam And The Ants — CBS
5 **Girls Can Get It** — Dr. Hook — Mercury
6 **(Just Like) Starting Over** — John Lennon — Geffen
7 **Woman** — John Lennon — Geffen
8 **Jesse** — Carly Simon — Warner Bros.
9 **Every Woman In The World** — Air Supply — Big Time
10 **The Time Warp** — original cast, *Rocky Horror Picture Show* — Interfusion

TOP TEN LPs

1 **Zenyatta Mondatta** — The Police — A&M
2 **Back In Black** — AC/DC — Albert
3 **Double Fantasy** — John Lennon & Yoko Ono — Geffen
4 **Guilty** — Barbra Streisand — CBS
5 **Icehouse** — Flowers — Regular
6 **Always** — Willie Nelson — CBS
7 **The Very Best Of Elton John** — Elton John — DJM
8 **Making Movies** — Dire Straits — Vertigo
9 **Gaucho** — Steely Dan — MCA
10 **Hits** — Boz Scaggs — CBS

—Kent Music Report

Italy

TOP TEN 45s

1 **Per Elisa** — Alice — EMI
2 **Maledetta Primavera** — Loretta Goggi — WEA
3 **Woman In Love** — Barbra Streisand — CBS
4 **Cervo A Primavera** — Riccardo Cocciante — RCA
5 **Master Blaster** — Stevie Wonder — Motown
6 **Hey** — Julio Iglesias — CBS
7 **Enola Gay** — Orchestral Manoeuvres in the Dark — Dindisc
8 **Anna Dal Capelli Rossi** — I ragazzi dai capelli rossi — CBS
9 **How Long** — Lipps, Inc. — Casablanca
10 **Gioca Jouer** — Claudio Cecchetto — Hit Mania

TOP TEN LPs

1 **Guilty** — Barbra Streisand — CBS
2 **Dalla** — Lucio Dalla — RCA
3 **Cervo A Primavera** — Riccardo Cocciante — RCA
4 **Amanti** — Julio Iglesias — CBS
5 **Making Movies** — Dire Straits — Vertigo
6 **Zenyatta Mondatta** — The Police — A&M
7 **Double Fantasy** — John Lennon and Yoko Ono — Geffen
8 **Hotter Than July** — Stevie Wonder — Motown
9 **Pleasure** — Steven Schlaks — Baby
10 **The Wanderer** — Donna Summer — Geffen

—Musica E Dischi

INTERNATIONAL

INTERNATIONAL DATELINE

Italy

MILAN — After Fall 1980, record and tape sales in Italy are rising again. The opinions of the retailers are more optimistic following the results of Christmas 1980 sales (which rose about 15% compared to the same period in 1979) and of the new impulse given to the market by the Sanremo Festival. The two Sanremo winners (**Alice** with "Per Elisa," on EMI, and **Loretta Goggi** with "Maledetta Primavera," on WEA) reached the top two positions in the Italian charts in only one week. Other Sanremo releases — "Sara Perche Ti Amo" by the group **Ricchi & Poveri** on Baby, and the new dance, Gioca Jouer, presented by DJ **Claudio Cecchetto** on the new Hit Mania label (distributed by Fonit Cetra) — are rising too in the charts.

CBS started its own distribution system in Italy on March 1. Previously, the company was distributed by CGD-Messaggerie Musicali.

The Sony group has established its own company in Italy, Sony Italia S.P.A. The president is **Emilio Baruffi**, and the vice president is **Shinichi Takagi.**

Antonio Cocco, formerly head of pop international department at PolyGram, has been named A&R manager at Panarecord.

A new label, Lettera A, was born near Viterbo, directed by **Sandrino Aquilano.** Among the recording artists are **Bernardo Lafonte, Franco Mechilli** and **Roberto Reali.**

mario de luigi

Japan

TOKYO — Record sales here dropped to 14.4 million units during January, down 28% and 16%, respectively, from the previous month and the same month last year according to **Takami Shobochi,** president of the Japan Phonograph Record Assn. (JPRA). Sales revenues of 12.7 billion yen ($63.4 million) were also down — dropping 40% compared to the prior month and 9% from the same month last year.

Tape sales reached 5.9 million units during January, 32% down from the previous month, but 6% up over the same month last year. Sales revenues for tapes, however, dropped to 7.9 billion yen ($39.2 million), decreases of 36% and 2%, respectively, from totals of the prior month and the same month last year.

Total sales for Warner/Pioneer during the fiscal year ended Nov. 20, 1980, reached 14.8 billion yen ($74.1 million) a 6% increase over the previous year. Records accounted for 11.5 billion yen in revenues, while tapes accounted for 3.3 billion yen, according to **Kichibei Sawa,** president of the company.

kozo otsuka

Norway

LILLESTROM — CBS Records of Norway will handle the Ariola and Arista labels, effective Jan. 1, 1981. This will give CBS a number of new artists to work with — names like **Boney M., Alan Parsons** and **Sky** are already well known here.

Barbra Streisand's "Guilty" LP and the "Woman In Love" single have been among the most popular records in Norway lately, and CBS Records has received a platinum disc for the album.

Talent Music Organisation, a new Norwegian record company formed by Talent Produksjon AS and Disco A/S, has released a promising new artist on the Norwegian market, **Jannicke Jarlum,** 19. The female rock singer and guitarist has received airplay and a lot of interest on her debut single . . . Mellow Madness Rose Music is preparing an interesting new wave release with a young group called **Front Page.**

Country singer **Teddy Nelson** has released his second Nashville-recorded album, "Nashville In My Heart" on the **Arne Bendiksen** A/S label. He will soon be followed by the queen of country music in Norway, **Lillian Askeland**, on Talent, who will start to work on an album in Nashville in the near future for 1981 release.

The Danish rock group **Repeat** on Sonet, featuring the Norwegian drummer **Frank Marstokk** has released a maxi-single containing six strong songs. The group is now touring in Norway. During the Summer, there will be Repeat material released in the U.K., among several countries.

torbjorn ellingsen

WHERE IN THE WORLD

Elektra recording group **Queen** is currently on a tour of Argentina and Brazil. Covering Buenos Aires, Cordoba and Rosario in Argentina and Rio de Janeiro, Sao Paulo and Porto Alegre in Brazil, the tour will conclude March 21.

The **Glenn Miller Orchestra** is currently on its annual tour of Japan. The 23-date tour, which includes stops in Toyko, Yokohama, Kyoto, Osaka, Kobe and Nagasaki, will conclude April 15.

Capitol recording group **April Wine** will embark soon on a tour of Germany. Running from March 21-31, the tour will cover Hamburg, Berlin, Hanover, Cologne, Neu-Isenberg, Munich, Ludwigshafen, Nuremberg, Appenweier and Ludwigsburg.

Warner Bros.recording artist **Rod Stewart** will embark on a 14-date tour of Japan in support of his "Foolish Behaviour" LP. The tour will run from April 23-May 16.

Warner/Reprise recording artist **Frank Sinatra** will perform four concerts in Buenos Aires, Aug. 5-8. It will be the singer's debut performance in Argentina.

ON THE ROAD *— Cliff Richard (l) recently embarked on his first American tour in nearly 20 years. Before departing, EMI Records held a bon voyage/good luck party for Richard at its Manchester Square offices, where he is pictured chatting with Ken East, president and chief operating officer, WMI Music Europe and International.*

UCLA Extension Offers Int'l Music Study Tour

LOS ANGELES — A program to offer observation of the international music scene via a study tour of the music capitals of Europe has been announced by UCLA Extension. Designed for record and publishing company executives, attorneys, accountants, negotiators and business and personal managers, the study tour will run from May 30-June 10 and will feature visits to London, Amsterdam, Paris and Munich.

Topics to be covered include acquisition and exploitation of U.S. copyrights abroad, negotiation of subpublishing and collection agreements, evaluating the performance of foreign subpublishers and representatives, and international law and foreign court decisions affecting the music industry.

In addition, the study tour will include some examination of other topics like evaluation and acquisition of foreign copyrights and masters for exploitation in the U.S., the importance of the Europe and Common Markets, foreign sales and promotion techniques, income generation from performance, and the roles and workings of European performing rights organizations.

The total cost of the study tour is $3,850, including air transportation and accomodations. Additional information can be obtained by writing The Arts, UCLA Extension, P.O. Box 24901, Los Angeles, Calif. 90024 or by calling (213) 825-9064.

CBS Drops Free LP Policy In Scandinavia

STOCKHOLM — CBS has put a freeze on free promotional goods in Scandinavia and has instituted a policy of charging full list price for review copies. The move affects Columbia, Epic, A&M, Arista and Ariola product, all of which are distributed by CBS in Scandinavia.

Cummings, Petty, Wonder Top CRIA February Awards

TORONTO — The "Best Of Burton Cummings" on CBS, Stevie Wonder's "Hotter Than July" on Quality and Tom Petty's "Damn The Torpedoes" on MCA topped the February certifications of the Canadian Recording Industry Assn. (CRIA) with double platinum awards, signifying sales in excess of 200,000 units. In addition, there were nine platinum and eight gold albums, plus two platinum and two gold singles.

Platinum album certifications, signifying sales in excess of 100,000 units, went to Kate Bush's "Lionheart" on Capitol; Raffi's "More Singable Songs" on Troubadour; The Rovers' self-titled LP on Attic; "Hotter Than July," and Diana Ross' "Diana" on Quality; Streetheart's "Meanwhile Back In Paris" on WEA; Paul Piche's "A Qui Appartient Le Beau Temps" on Kebec Disc; Nana Moskouri's "Come With Me" on Grand Entertainment; and Walter Carlos' "Switched On Bach" On CBS.

Gold Albums

Gold album certifications, signifying a minimum of 50,000 units, went to Bush's "Never For Ever" and Streetheart's "Drugstore Dancer" on Capitol; "Hotter Than July," "Diana" and "The Four Seasons Story" on Quality; Jim Corcoran and Bertrand Gosselin's "La Tete en Gigue" on Kebec Disc; Talking Heads' "Remain In Light" on WEA; and the "Frank Mills Album" on PolyGram.

The singles certifications were dominated by Diana Ross, whose "Upside Down" on Quality received both platinum (150,000 units) and gold (75,000) awards, with "I'm Coming Out/Upside Down" also garnering gold. The Rovers' "Wasn't That A Party" on Attic also qualified for platinum certification.

MIDEM Will Shorten Convention To Six Days

PARIS — The annual MIDEM International convention will be shortened from seven days to six next year, according to commissaire general Bernard Chevry. Scheduled for Jan. 22-27, 1982, the 16th MIDEM will again be held at the Palais des Festival in Cannes.

The decision to shorten the international convention came as a result of "general request" by this year's participants, according to a statement issued by the MIDEM Organization.

Bonus, RCA U.K. Pact

LOS ANGELES — Bonus Records of Melville, N.Y. has singed a distribution deal with RCA U.K. First product from the deal will be the single "Body Music" by One On One. The deal also includes an option on an album.

INTERNATIONAL BESTSELLERS

Japan

TOP TEN 45s

1 **Cherry Blossom** — Seyiko Matsuda — CBS/Sony
2 **Machikado Twilight** — Chanels — Epic/Sony
3 **Pegasasse No Asa** — Hiroaki Igarashi — CBS/Sony
4 **Sneaker Bruce** — Masahiko Kondo — RVC
5 **Koyl No Bonchi Sheet** — The Bonchi — For Life
6 **Okuhida Bojo** — Tetsuya Ryu — Trio
7 **Koyl Dol** — Toshihiko Tawara — Canyon
8 **Tsupparl High School Rockn Roll** — Yokohama Ginbae — King
9 **Slow Na Bugi Ni Shitekure** — Yoshitaka Minami — CBS/Sony
10 **Banri No Kawa** — Change & Asuka — Warner/Pioneer

TOP TEN LPs

1 **We Are** — Of Course — Toshiba/EMI
2 **Bucchigiri II** — Yokohama Ginbawe — King
3 **Turn Back** — Toto — CBS/Sony
4 **Surf & Snow** — Yumi Matsutoya — Toshiba/EMI
5 **Bucchigiri** — Yokohama Ginbawe — King
6 **Koylbitoyo** — Mayumi Itsuwa — CBS/Sony
7 **Happy Date** — The Nolans — Epic/Sony
8 **Kogarashlnl Idakarete** — Chiharu Matsuyama — News
9 **Concert Pour Une Jeune Fille Nommee Je T'Aime** — Richard Clayderman — Victor
10 **Natural Road** — Hiroaki Igarashi — CBS/Sony

—Cash Box of Japan

The Netherlands

TOP TEN 45s

1 **Stars On 45** — various artists — CNR
2 **Shine Up** — Doris D & The Pins — Phonogram
3 **Amoureux Solitaires** — Lio — Ariola
4 **Embarrassment** — Madness — Inelco
5 **If You Could Read My Mind** — Viola Wills — Ariola
6 **Imagine** — John Lennon — EMI
7 **Rock This Town** — Stray Cats — Ariola
8 **Er Staat Eeen Paard In** — Andre van Duin — CNR
9 **Ik Wil Op M'n Kop** — Barry Hughes — CNR
10 **In The Air Tonight** — Phil Collins — WEA

TOP TEN LPs

1 **Absolutely** — Madness — Inelco
2 ***The Jazz Singer*** — Neil Diamond — EMI
3 **Arc Of A Diver** — Steve Winwood — Ariola
4 **De daverende 13** — various artists — CNR
5 **Shaved Fish** — John Lennon — EMI
6 **Cum Laude** — Rick v.d. Linden — K-tel
7 **Best of David Bowie** — RCA
8 **Super Trouper** — ABBA — Polydor
9 **Shades** — J.J. Cale — Ariola
10 **Woman In Love** — various artists — Arcade

—National Hitkrant Produkties

United Kingdom

1 **Jealous Guy** — Roxy Music — Polydor
2 **Vienna** — Ultravox — Chrysalis
3 **Kings Of The Wild Frontier** — Adam & The Ants — CBS
4 **Shaddap You Face** — Joe Dolce — Epic
5 **St. Valentine's Day Massacre** — Headgirl — Bronze
6 **I Surrender** — Rainbow — Polydor
7 **Southern Freeez** — Freeez — Beggar's Banquet
8 **Something About You Baby I Like** — Status Quo — Vertigo
9 **Do The Huckleback** — Coast To Coast — Polydor
10 **Kids In America** — Kim Wilde — RAK

TOP TEN LPs

1 **Face Value** — Phil Collins — Virgin
2 **Vienna** — Ultravox — Chrysalis
3 **Difficult To Cure** — Rainbow — Polydor
4 **Moving Pictures** — Rush — Mercury
5 **Double Fantasy** — John Lennon and Yoko Ono — Geffen
6 ***The Jazz Singer*** — Neil Diamond — Capitol
7 **The Stray Cats** — Arista
8 ***Dance Craze*** — various artists — 2 Tone
9 **Kings Of The Wild Frontier** — Adam & The Ants — CBS
10 **Making Movies** — Dire Straits — Vertigo

— Melody Maker

MERCHANDISING

WHAT'S IN-STORE

THE LUCK OF THE IRISH — National Record Mart in Pittsburgh ran a special St. Patrick's Day promotion entitled "The Pot Of Gold Giveaway." The grand prize in the drawing was a gold album plaque from Columbia Records and **Bruce Springsteen** inscribed with the winner's name. In addition, the grand prize winner also received five albums that have reached gold status, some Irish Brand bacon, ham, briskets and weiners from the Armour & Company in Pittsburgh and, lastly, a $50 gift certificate for dinner at Houlihan's (Irish Pub), also in Pittsburgh. There were 23 runners up who received five albums that went gold. The promotion was backed by radio spots on WDVE and full-page print advertising in the local newspaper. The promotion ran for a week and a half and customers registered to win at neighborhood National Record Marts. There were similar promotions running in four other Marts in the Ohio and West Virginia markets.

TWO TICKETS TO PARADISE — Rolling Stone Records & Tapes of Phoenix, Ariz., in conjunction with radio station KUPD-FM 98, A&M Records and A&M recording artists **Styx**, ran a special promotion entitled "Styx Paradise Contest, "Win A Trip To Disneyland," that coincided with the group's appearance at the Phoenix Memorial Coliseum. The winner received two plane tickets to Los Angeles, where he or she spent a weekend at the Disneyland Hotel with all expenses paid. To be eligible, contestants were required to fill out an entry blank at point-of-purchase inside the store. Rolling Stone in-stores included displays, signs and flyers. Over 2,000 entries were registered.

THE CAVAGE PATCH — Cavages Records in Buffalo, in conjunction with radio station WBEN-FM (Rock 102) and Epic Records, is running a "One More Song Mystery Jukebox Contest" in support of Epic recording artist Randy Meisner's latest LP, "One More Song." Rock 102 is playing 10 songs, once an hour for a 10-day period, from Meisner's solo LP as well as some old Eagles tunes. Rock 102 invites its listeners to go to any Cavage's store and pick up an entry blank and fill in the 10 songs. These entries can either be dropped off at any Cavage's location or be mailed directly to the radio station. This promotion is backed by radio spots and in-store displays and the grand prize winner will receive a jukebox.

THE DOCTOR'S APOTHECARY — The live remote from the window of **Radio Doctors & Records, Ltd.** in Milwaukee (**Cash Box**, March 14) was a huge success, according to Wendy Birky, merchandising coordinator for the store. "The last day of the remote was one of the busiest and best days of the year for our retail store," she said. "We sold more 45s that day than we ever have in the store's history."

RECORD BAR NEWS — Dan M. Surles has joined the **Record Bar, Inc.** as vice president of finance. Surles, whose appointment was announced by Record Bar President **Barrie Bergman**, comes to the company from Price Waterhouse & Co., where he was a senior audit manager. As manager for the Record Bar account with Price Waterhouse, Surles joins the Bar with a strong background in the 111-store record and tape chain. The Record Bar, which is headquartered in Durham, N.C., will add nine new stores this spring . . . Some in-store action at the Record Bars includes a "Beatury and the Beast" contest at the Charlotte, N.C. Bar. The winners won an all-expense paid 95-hour visit to Bermuda and $95 in spending money in an April Wine "Nature of the Beast" promotion. Record Bars in Charlotte, Gastonia, Hickory and Atlanta participated in the promotion, which was co-sponsored by radio station WROQ-95 . . . In the Raleigh, N.C. store, Record Bar joined a local country club In an **Eddie Rabbitt** look-alike contest. Prizes included Record Bar gift certificates, Rabbitt's LP, "Horizon," which was on sale at three of the stores, and a $100 cash prize for the winner . . . In Durham the customer with the best reason for wanting a phone conversation with **Linda Clifford** won a call from Clifford and a $20 gift certificate from General Telephone Co., compliments of Capitol Records. Clifford's LP, "I'm Yours," was on sale for the promotion . . . In Media, Penn., a month of free jazz dance lessons was the prize in a local promotion of Neil Diamond's "The Jazz Singer" at the Record Bar. And again in Durham, the two Bars joined with a local theatre to promote "The Jazz Singer" in a "See It Here, Buy It There" promotion. Coupons worth $1 off the album were distributed at the theater . . . And lastly in Chapel, N.C. Woofer & Tweeter, a local stereo store, recently offered customers a free LP or tape from the Record Bar each month for a year with the purchase of a stereo system. Manager Betsy Heady reports the gift certificates are being redeemed for a variety of product, indicating new and/or older customers. In a similar promotion in Gautier, Miss., Stereo Showcase offered a 20% discount on a limited number of LPs or tapes from Record Bar with the purchase of components.

I.R.S. NEWS — I.R.S. Records is running a "Walk Into Spring And Walk Away With The Hits" series of retail and radio contests to promote its "Greatest Hits" compilation. The LP has been described as a "musical biography of I.R.S.'s first year and a half." The contest, which will run in New York, Boston, Buffalo, San Francisco, Denver and Los Angeles, will require contestants to name a song and an artist on teh LP to qualify for a prize drawing. Prizes in each city include a Sony Walkman with a cassette copy of the I.R.S. Greatest Hits, six LPs from the I.R.S. catalog or a copy of an earlier I.R.s. hits promotional package previously unavailable to the public. Stores and radio stations involved in the I.R.S. contest include: the **Record World** chain (New York) and WLIR (Long Island), the **Strawberries** chain (Boston) and WBCN and the **Llorice Pizza** chain (Los Angeles) and KROQ.

REGIONAL BREAKOUTS — Sadane and **Bill Evans** in the East . . . **Leon Redbone, Leon Russell** and **Silver Platinum** in the South . . . **Tantra** in the West . . . **Mike Bloomfield** in the Midwest . . . and **Rick Springfield** in the East and West.

linda ardit

INTER-GALACTIC BASH AT GOODY'S — Members of the Inter-Galactic Peter Allen Fan Club visited the A&M recording artist at a recent in-store held at one of the New York City Sam Goody outlets. Allen, in town to perform a series of concerts at Radio City Music Hall, was also promoting his latest LP, "Bi-Coastal."

ALBUM BREAKOUT OF THE WEEK

INTENSITIES IN 10 CITIES • TED NUGENT • EPIC FE 37084

Breaking out of: Detroit, Cleveland, Cincinnati, Columbus, Indianapolis, St. Louis, Chicago, Milwaukee, Oklahoma City, Dallas, Atlanta, Memphis, Nashville, Denver, San Francisco, Los Angeles, Buffalo, Boston, Baltimore/Washington.

RADIO: #10 Most Added Album, Rock Album Radio Report.

MERCHANDISING AIDS: 2x2 Cover Blowup, Back Cover Poster, Logo Flats.

ALBUM BREAKOUTS

B.L.T. • ROBIN TROWER • CHRYSALIS CHR 1324

Breaking out of: Dallas, Oklahoma City, Houston, San Antonio, Memphis, Atlanta, Nashville, Charlotte, St. Louis, Chicago, Milwaukee, Indianapolis, Cleveland, Buffalo, New Haven, Los Angeles, Denver, San Francisco.

RADIO: #4 Most Added Album, Rock Album Radio Report.

MERCHANDISING AIDS: 2x2 Posters, 1x1 Flats.

MY LIFE IN THE BUSH OF GHOSTS • BRIAN ENO AND DAVID BYRNE • SIRE SRK 6093

Breaking out of: Los Angeles, San Francisco, Sacramento, Seattle, Denver, St. Louis, Cleveland, Milwaukee, Chicago, Boston, New Yrk, Oklahoma City, San Antonio.

RADIO: Light Rock Album Airplay.

MERCHANDISING AIDS: 1x1 Flats.

ESCAPE ARTIST • GARLAND JEFFREYS • EPIC JE 36983

Breaking out of: New York, Boston, Hartford, Los Angeles, Denver, Phoenix, Dallas, St. Louis, Detroit, Memphis, Chicago, Atlanta, Charlotte.

RADIO: Steadily Increasing Rock Album Airplay.

MERCHANDISING AIDS: Oversize, Artist Poster, Die Cut Logo, Album Flats.

FEELS SO RIGHT • ALABAMA • RCA AHL1-3930

Breaking out of: Atlanta, Nashville, Memphis, Charlotte, Charleston, New Orleans, Houston, Dallas, Oklahoma City, Kansas City, Denver.

RADIO: Old Flame (45): #8 Bullet, Country Singles Chart.

MERCHANDISING AIDS: 1x1 Flats, 12x24 Logo Streamers, 22x22 Poster, Radio Spots.

SEVEN YEAR ACHE • ROSANNE CASH • COLUMBIA JC 36965

Breaking out of: Dallas, Oklahoma City, Memphis, Atlanta, Nashville, St. Louis, Indianapolis, Cleveland, Portland, Denver.

RADIO: Seven Year Ache (45): #30 Bullet, Country Singles Chart.

MERCHANDISING AIDS: 12x12 Album Flats, 25x28 Poster, Die Cut Logo, Top 40 And Country Radio Spots, Concert Snipes.

HOW 'BOUT US • CHAMPAIGN • COLUMBIA JC 37008

Breaking out of: Pittsburgh, Baltimore/Washington, Philadelphia, Milwaukee, St. Louis, Memphis, New Orleans, Seattle, Los Angeles.

RADIO: How 'Bout Us (45): #40 Bullet, Top 100 Singles Chart; #20 Bullet, Black Contemporary Singles Chart.

MERCHANDISING AIDS: 2x2 Cover Blowup, Logos, Album Cover Flats.

PARTY 'TIL YOU'RE BROKE • RUFUS • MCA 5159

Breaking out of: Chicago, Milwaukee, St. Louis, Detroit, Philadelphia, New York, Atlanta, Memphis, New Orleans.

RADIO: Tonight We Love (45): #64 Bullet, Black Contemporary Singles Chart.

MERCHANDISING AIDS: 1x1 Flats, 18x24 LP Announcement Poster, Multi Use Counter/Wall Display, Header Cards, Mobile.

Gauselmann-Automaten Acquires Nova Apparate Of Hamburg, Germany

CHICAGO — The German-based Gauselmann-Automaten Group has acquired the internationally prominent import and export company Nova Apparate GMBH Co. KG, Hamburg, effective March 1.

One of the leading firms in the European coin machine trade, Nova Apparate was until now solely owned by its founder A. W. Adickes who, due to his advanced age, decided to sell his company. The proceeds of the sale will be transferred to the Karla and Alfred W. Adickes Foundation, to be used for charitable purposes.

Nova is one of the pioneers in the field of amusement machines, starting in the early fifties with the importation of equipment into Germany for the growing leisure industry and subsequently into many other European countries.

Nova is sole importer of Rock-Ola phonographs and vending machines in Europe (excluding the Benelux countries) and also imports Gottlieb pinballs from the U.S. to Germany and Austria. In the vending industry, Nova handles the coffee venders line from Coffee-Mat (U.S.A.) and the Rock-Ola can venders, and has developed brands of its own in coffee and hot chocolate among others.

With the ever expanding video games business, Nova has taken on distribution of various key manufacturers in the U.S. and Japan including Atari, Taito and G.G.I.

Paul Gauselmann is the founder, main shareholder and chairman of the Gauselmann-Automaten Group. Under the terms of the acquisition Nova will maintain an independent function within the Gauselmann-Automaten Group and will continue to import and export product on an international scale, with special emphasis on imports from the United States and Japan. The company will market the imported games throughout Europe and most of Germany via its network of distributors and in northern Germany directly to operators.

Nova Apparate, which operates from headquarters in Hamburg, is managed by president and co-partner Hans H. Rosenzweig. Rosenzweig has been involved in the leisure industry, both domestically and internationally, for many years.

Alfred Adickes will stay on with Nova until the end of 1981 as a director and in the following years as a consultant, particularly for international business.

Trade Association Is Formed For Distribs

LOS ANGELES — The Amusement and Vending Machines Distributors Assn. (AVMDA), a trade group devoted to the interests and welfare of distributors of coin operated equipment and vending machines nationwide, was incorporated as a non-profit organization in Chicago on March 4. The formation marks the first time

(continued on page 45)

CASH BOX SURVEY

Despite Obstacles, Most Ops Support 50¢ Per Play Pricing

by Camille Compasio

CHICAGO — Faced with skyrocketing costs and dwindling profit margins, most operators today agree that 50 cents per play pricing is a concept whose time has come.

"I think 50 cent play is a must," said Kem Thom of Western Automatic Music here. "The cost of operating is climbing at such a rapid rate that if the operator is to stay in business, give good service and provide modern, new equipment, he has few alternatives for meeting expenses and maintaining his income."

But despite a near unanimous concensus that now is the time to raise the price per play on amusement games to 50 cents from 25 cents, operators who have experienced with the new pricing structure on location report mixed results. Player resistance, stiff competition for locations and reluctance on the part of some operators to price increases of any kind were cited as the major obstacles to widespread implementation of 50 cent play.

Successful With Pinballs

Jim Trucano of Black Hills Novelty co. in Gillette, Wyo. is a strong proponent of 50 cent play. "If it's an amusement-type game, we put it out at 50 cents," he said, adding that Black Hills has used 50 cent play with great success since the introduction of Bally's "Silverball Mania" pingame more than a year ago. "I felt there were some significant features on Silverball Mania that no other pin had up to that point, and this certainly warranted 50 cents (per play). Now all of our pins are on 50 cents, three-ball play."

John Estridge of Lewisburg, Tenn.-based Southern Games, Inc. agreed that today's games have a lot more "charisma," which helps considerably in the promotion of 50 cents pricing. "The price of equipment keeps going up because the factories are building better games, so we have to get more money in the cash box and 50 cent play is one way of doing it," he said.

But not all operators have been as successful with 50 cent play as Trucano and Estridge. Wayne Hesch of A&H Entertainers in Rolling Meadows, Ill., for example, reported putting some machines out at 50 cents but had to "start turning them back (to 25 cents) because competition from arcades was so heavy."

Competition From Arcades

This seems to be a common dilemma for the street operator. As Hesch pointed out, prime arcades that attract young players are not readily embracing 50 cent play, which places an even greater burden on the route operator who is trying to promote it. "We have tried 50 cent play and were not successful because of the game rooms in the area that had their machines on quarter play," he said.

Another stumbling block, he said, is advertising on local television by arcades offering 10 tokens for a dollar. "Many of these

(continued on page 42)

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. **ANGEL OF THE MORNING** JUICE NEWTON (Capitol 4976)
2. **I CAN'T STAND IT** ERIC CLAPTON AND HIS BAND (RSO RS 1060)
3. **I LOVE YOU** CLIMAX BLUES BAND (Warner Bros. WBS 49669)
4. **BEING WITH YOU** SMOKEY ROBINSON (Tamla/Motown T54321)
5. **WALKING ON THIN ICE** YOKO ONO (Geffen GEF 49683)
6. **HER TOWN TOO** JAMES TAYLOR AND J.D. SOUTHER (Columbia 11-60514)
7. **WHO DO YOU THINK YOU'RE FOOLIN'** DONNA SUMMER (Geffen GEF 49664)
8. **TIME OUT OF MIND** STEELY DAN (MCA-51082)
9. **IT'S A LOVE THING** THE WHISPERS (Solar/RCA YB-12154)
10. **YOU BETTER YOU BET** THE WHO (Warner Bros. WBS 49698)

TOP NEW COUNTRY SINGLES

1. **SOMEBODY LED ME AWAY** LORETTA LYNN (MCA 51058)
2. **HEY JOE (HEY MOE)** MOE BANDY & JOE STAMPLEY (Columbia 11-60508)
3. **PRIDE** JANIE FRICKE (Columbia 11-60509)
4. **ALICE DOESN'T LOVE HERE ANYMORE** BOBBY GOLDSBORO (CBS/Curb ZS6-70052)
5. **ROLL ON MISSISSIPPI** CHARLEY PRIDE (RCA PB-12178)
6. **BRIDGE OVER BROADWAY** THE CAPITALS (Ridgetop R-01281)
7. **I LOVED 'EM EVERY ONE** T.G. SHEPPARD (Warner/Curb WBS-49690)
8. **JUST A COUNTRY BOY** REX ALLEN, JR. (Warner Bros. WBS-49682)
9. **COWBOYS DON'T SHOOT STRAIGHT (LIKE THEY USED TO)** TAMMY WYNETTE (Epic 19-51011)
10. **I DON'T THINK LOVE OUGHT TO BE THAT WAY** REBA McENTIRE (Mercury/PolyGram 57046)

TOP NEW B/C SINGLES

1. **TAKE IT TO THE TOP** KOOL & THE GANG (De-Lite/PolyGram DE810)
2. **AI NO CORRIDA** QUINCY JONES (A&M 2309)
3. **RAPTURE** BLONDIE (Chrysalis CHS 2485)
4. **NEVER GONNA GIVE YOU UP** PATRICE RUSHEN (Elektra E-47113)
5. **WHAT TWO CAN DO** DENIECE WILLIAMS (ARC/Columbia 11-60504)
6. **TONIGHT WE LOVE** RUFUS (MCA 51070)
7. **PRAISE** MARVIN GAYE (Tamla/Motown T 54322F)
8. **WHEN LOVE CALLS** ATLANTIC STARR (A&M 2312)
9. **YOU'RE LYING** LINX (Chrysalis CHS 2461)
10. **CALL IT WHAT YOU WANT** BILL SUMMERS AND SUMMERS HEAT (MCA 51073)

TOP NEW A/C SINGLES

1. **MISTER SANDMAN** EMMYLOU HARRIS (Warner Bros. WBS 49684)
2. **HER TOWN TOO** JAMES TAYLOR AND J.D. SOUTHER (Columbia 11-60514)
3. **SUKIYAKI** A TASTE OF HONEY (Capitol P-4953)
4. **LIVING IN A FANTASY** LEO SAYER (Warner Bros. WBS 49657)
5. **HOW 'BOUT US** CHAMPAIGN (Columbia 11-11433)

Bally Promotes Scheer, Barber

CHICAGO — Robert E. Mullane, chairman and president of Bally Manufacturing Corp., has announced the appointment of Ross B. Scheer as president of the Special Markets and Products Division. "The promotion," Mullane said, "was part of a restructuring of divisions of Bally, the world's leading manufacturer of gaming and amusement equipment."

Scheer has been with the Bally organization for 14 years, most recently as director of marketing. Prior to that, he served as marketing vice president for Midway Manufacturing Co., a wholly-owned subsidiary of Bally.

"Mr. Scheer's new responsibilities will include a dedicated effort by his division to analyze, define and create new markets for either our existing products or new product lines that would fit a new market's needs," Mullane continued. "This worldwide effort will help position Bally for successful entry into markets that offer the company the greatest opportunities for future growth."

Mullane stated further, "Mr. Scheer's long and successful record in helping Bally achieve its present position of leadership makes him eminently qualified to undertake this difficult assignment."

The Bally Systems Division, which designs and markets slot data systems, will become part of the Special Markets and Products Division.

Heads Gaming Division

It was also announced that Mahlon Barber has been named president of the Gaming Equipment Division. He joined Bally in 1973 as operations manager of Bally Distributing Company and became president of the subsidiary in 1980.

In his new position, Barber's responsibilities will include the development and marketing of Bally gaming equipment, principally slot machines, on a world-wide level.

In announcing the appointment Mullane stated, "Mr. Barber's experience in the development and marketing of slot machines make him highly qualified for this position. He is recognized as one of the foremost authorities of worldwide marketing of gaming equipment."

Ross Scheer

Mahlon Barber

Out of this world
entertainment.
Black Knight

Williams®
ELECTRONICS, INC.

An XCOR International Inc., Company
3401 N. California Ave., Chicago, IL 60618
Cable address: WILCOIN, CHICAGO

Realignment Of NAMA Officers Is Announced At February Board Meeting

CHICAGO — Ralph L. Sanese, president of Sanese Services (Columbus, Ohio) was elected treasurer of the National Automatic Merchandising Assn. (NAMA) at the February meeting of the association's board of directors, succeeding Howard A. Michaels.

Changes in several NAMA officer positions resulted from the resignation of Jerry L. Zaug as senior vice chairman, which took effect at the meeting. Zaug resigned because he sold his interest in Zaug's Inc. (Appleton, Wisc.) and is no longer a NAMA member.

Howard C. Miller, president of Canteen

(continued on page 45)

New 'Pink Panther' Multiple-Ball Pingame Is Released By Gottlieb

CHICAGO — "Pink Panther," Gottlieb's new multiple-ball pingame, is currently being shipped to distributors. In announcing the release of the new model, Marshall Caras, vice president-marketing, stated, "We feel 'Pink Panther' makes the most imaginative use yet of the multiple-ball feature with some really unique design twists. Our

"Pink Panther"

preceding game, 'Force II,' sported an unusual two-ball feature, but Panther is in a class by itself."

Gottlieb engineers have energized the game's ball action by adding super power to the mechanical elements of the playfield, resulting in a dazzling frenzy of action that players will find stimulating.

"Achieving a balance between hyperaction and skill shooting is a difficult task, but our designers have pulled it off," Caras continued. "For one thing, the multiple-ball feature, which has been so difficult to attain for the average player in previous games, is now achieved with considerably more frequency. This has widened the appeal of this feature tremendously."

As play proceeds, players immediately discover that they can activate the captive holes by completing the Pink Panther target banks. When both balls are captured, the third ball releases both captive balls by passing over any top rollover.

During the multiple-ball, players try to collect diamonds by hitting the nine spot targets on the black drop targets. A "diamonds" scoreboard is featured on the backglass, showing the "player's total" and the "total to beat." Special is awarded if the player's total exceeds the total to beat. The player's higher total then becomes the new total to beat.

Gottlieb's marketing group, including the Eastern and Western regional sales managers, Jim Newlander and Jim Phillips, recently met in Chicago for an intensive two-day review of the game and a discussion of promotional plans for a communications blitz, acquainting the coin industry with this remarkable new flipper game.

"As every operator knows," concluded Caras, "there is a wide variety of games available in the field today, as well as tremendous competition. The test period has shown quickly and dramatically that Pink Panther is going to be one of the top games in 1981, and we are, needless to say, more than gratified."

50¢ Play Pricing

(continued from page 39)

arcades should try 50 cent pricing and in this way make it easier for us," he said, adding that a lot of the real game players seem to gravitate to the arcades to see the new games.

Don Van Brackel of A. Van Brackel & Sons in Defiance, Ohio is another operator who has had little success in trying to promote 50 cent play on his route. "We experimented with it in a variety of different

(continued on page 45)

EVERY NIGHT'S A SATURDAY NIGHT!

The place is packed, and this is just a week night!

That's because Gremlin/SEGA's new ASTRO BLASTER game gives your players the new video thrills they've been looking for.

First, the compelling voice of Mission Control grabs their attention, calling them over to play.

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It's talking crowd-pleasing profits for you!

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Gremlin/SEGA Gremlin Industries, Inc., 8401 Aero Drive, San Diego, CA 92123, TLX: 910-335-1621

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It's the go-anywhere, played-everywhere video from

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For technical service,
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Height: 138c/m (54″)
Width: 51c/m (20″) Depth: 61c/m (24″)
Floor Space Required: .31 sq.m (3.3 sq. ft.)

"TRIMLINE" and "SPACE INVADERS" are trade-marks of Taito America Corporation.

MANUFACTURERS EQUIPMENT

A compilation of current music and games equipment with approximate production dates included in most cases.

PINBALL MACHINES

BALLY
Ground Shaker (1/80)
Silverball Mania (3/80)
Space Invaders (3/80)
Rolling Stones (5/80)
Mystic (6/80)
Hot Doggin' (7/80)
Viking (8/80)
Skateball (10/80)
Frontier (11/80)
Xenon (11/80)
Flash Gordon (2/81)

GAME PLAN
Coney Island (3/80)
Super Nova (4/80)
Lizard (6/80)

GOTTLIEB
Roller Disco, w.b., (1/80)
Torch (2/80)
Spider Man (3/80)
Circus, w.b., (4/80)
Panthera (6/80)
Counterforce (8/80)
Star Race, w.b., (9/80)
James Bond (10/80)
Time Line (11/80)
Force II (1/81)
Pink Panther (3/81)

STERN
Big Game, w.b., (3/80)
All (4/80)
Seawitch (5/80)
Cheetah, w.b. (6/80)
Quicksilver (7/80)
Star Gazer (7/80)
Flight 2000 (9/80)
Nine Ball (1/81)
Free Fall (2/81)

WILLIAMS
Gorgar (1/80)
Laser Ball, w.b. (1/80)
Firepower (3/80)
Blackout (9/80)
Scorpion, w.b. (9/80)
Alien Poker (10/80)
Black Knight (12/80

VIDEO GAMES (upright)

ATARI
Monte Carlo (4/80)
Asteroids Cabaret (5/80)
Missile Command (8/80)
Missile Command Cabaret (8/80)
Battlezone (11/80)
Battlezone Cabaret (11/80)

CENTURI
Eagle (10/80)
Eagle Maxi (10/80)
Phoenix (1/81)

CINEMATRONICS
Tailgunner (3/80)
Rip Off (3/80)
Star Castle

EXIDY
Bandido (1/80)
Tailgunner 2 (2/80)
Targ (6/80)
Spectar (1/81)

GAME PLAN
Intruder (2/81)

GOTTLIEB
No Man's Land (12/80)
New York, New York (2/81)

GREMLIN/SEGA
Monaco GP (2/80)
Mini Monaco GP (5/80)
Astro Fighter (2/80)
Car Hunt (5/80)
Digger (7/80)
Carnival (8/80)
Tranquilizer Gun (8/80)
Moon Cresta (10/80)
Space Firebird (12/80)
Astro Blaster (3/81)
Pulsar (3/81)

MIDWAY
Deluxe Space Invaders (1/80)
Galaxian (4/80)
Extra Bases (5/80)
Space Encounters ((8/80)
Space Encounters Mini-Myte (9/80)
Space Zap (10/80)
Space Zap Mini-Myte (10/80)
Pac-Man (11/80)
Pac-Man Mini-Myte (11/80)
Rally-X (2/81)
Rally-X Mini-Myte (2/81)

STERN
Astro Invader (8/80)
Berzerk (1/81)
The End (3/81)

TAITO AMERICA
Space Chaser (2/80)
Stratovox (9/80)
Polaris (12/80)
Space Invaders Trimline (2/81)

UNIVERSAL USA
Cheekie Mouse (5/80)
Magical Spot (10/80)
Zero Hour (1/81)
Space Panic (1/81)

WILLIAMS
Defender (12/80)

COCKTAIL TABLES

AMSTAR
Phoenix

ATARI
Soccer (4/80)
Asteroids (4/80)
Missile Command (8/80)
Football (7/80)

CENTURI
Rip Off (8/80)
Targ (10/80)

GOTTLIEB
New York, New York (3/81)

MIDWAY
Deluxe Space Invaders (3/80)
Galaxian (4/80)
Extra Bases (8/80)
Space Zap (10/80)
Pac-Man (11/80)
Rally-X (2/81)

STERN
Astro Invader (11/80)
The End (1/81)
Berzerk (2/81)

TAITO AMERICA
Space Invaders II (2/80)
Polaris (12/80)

PHONOGRAPHS

Centuri 2001
Lowen-NSM Consul Classic
Lowen-NSM Prestige ES-2
Rock-Ola Grand Salon II Console (9/80)
Rock-Ola 484 (11/80)
Rock-Ola 481 Max 2 (1/81)
Rowe R-85 (10/80)
Rowe Jewel
Seeburg Phoenix (12/80)
Wurlitzer Cabarina
Wurlitzer Tarock
Wurlitzer Atlanta
Wurlitzer Silhouette

POOL TABLES

Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynamo Model 37
TS Tournament Eight Ball
U.B.I. Bronco
Valley Cougar

CHICAGO CHATTER

Game Plan's sales incentive promotion, on the factory's current "Intruders" video game, proved to be a very successful endeavor, as we learned from marketing vice president **Ken Anderson.** The promotion offered a trip to Las Vegas, based on the number of Intruders sold by distributors (one trip was earned for each six models sold) and there were instances where distributors qualified for more than one package. The prize trip included airfare, accommodations at the Dunes Hotel, food, etc. — plus some pocket money. Anderson, along with Game Plan president **Darrel McCollough,** escorted the group and among the winners represented on the trip were: **Hanson Distg., Musical Sales, Bilotta Distg., Birmingham Vending, Betson Pacific, Bay Coin, J-Mak Distg., Empire Distg., R. H. Belam, Coastal Games, Culp Distg., Coin Machine Dist., Inc., Peach State Distg., Mountain Coin Distg., Brady Distg., Greater Southern Amuse., Diversified Sales, Cleveland Coin, United Distg., Rowe Int'l.-Nashville** and **Lanlel Canada, Inc.** A great time was had by all.

WITH "PAC MAN" selling at such a phenomenal pace, is it any wonder that Midway's director of sales **Larry Berke** has been just about glued to the phones. Everybody wants the game and, at this point, Midway is heavily back ordered yet trying very hard to meet the demand. What's more, Berke told us the recently released "Rally-X" is also starting to show signs of being a hit piece. And then there is "Gorf," the sensation of the ATE, which is currently being sample shipped to distributors. Need we say that this, too, is a much sought after game (and that's putting it mildly). . . . Incidentally, on March 10 Larry and his lovely wife, **LaVerne,** celebrated 33 years of marriage. **Cash Box** felicitations to the happy couple and best wishes for many more years of happiness together.

BALLY'S FIELD SERVICE CHIEF **Bernie Powers** has been huddling with Midway's service manager **Andy Ducay** on a program for the planned service managers seminar, to be sponsored by the factories over a three-day period in the near future. Event is an industry first, Powers said, and will be open to distribs on a worldwide scale. More details later . . . Meanwhile, Bally's **Arnie Aarstad** recently conducted a school at Empire Dist. in Green Bay; **Ed Schmidt** did a school in conjunction with the multi-factory seminar sponsored in Hawaii by Advance Automatic Sales; and Powers will be running a school March 19 at Greater Southern Dist. in Atlanta.

EASTERN FLASHES

Business is very good at Bally Northeast-Dedham, where the spotlight still seems to shine brightly on video games — such as Midway's "Pac Man," Williams "Defender" and Stern's "Berzerk," to name a few. However, as **Bob LeBlanc** pointed out, a turnaround in pinball sales is becoming more apparent, thanks to such hot, new models as Bally's "Xenon" and "Flash Gordon" and Williams "Black Knight." Just takes some exceptional new product to get things moving again. LeBlanc also noted that ops are very choosy about what they're buying these days, meaning the hit syndrome is becoming even more prevalent. Buyers are going strictly for hit merchandise — and they're buying it in numbers. Bob was in attendance at the recent Amusement Operators Expo in New Orleans. A two-day Bally-Midway service seminar is scheduled at Bally Northeast in late April, with schools also planned for the Syracuse and Buffalo branch offices.

CALLED THE Mondial-Springfield office while the area was in the midst of its first major snowstorm of the season. About 10 inches were expected when we spoke with **Tony Yula.** Up to this point they've been pretty lucky out there so, hopefully, balmy weather will make a quick return and melt all that white stuff. Mondial has been enjoying brisk video business, Yula said, but there's also a very promising new pin on test — and its name is "Pink Panther." The upcoming Gottlieb machine is really looking good. Among the videos he mentioned were Gottlieb's "New York, New York," Nintendo's "Radarscope," Gremlin's "Space Tactics" sit-down piece, the ever popular "Asteroids" and "Missile Command" from Atari; along with such new arrivals as Taito America's "Space Invaders Trimline" and Gremlin's "Astro Blaster." He added that the Seeburg "Phoenix" is proving to be a shot in the arm for the alling music business. The model is being very well received.

CALIFORNIA CLIPPINGS

Cash Box wishes to congratulate C.A. Robinson's **Ira Bettelman** on his appointment as president of the newly formed Amusement and Vending Machine Distributors Association. Meanwhile, on the homefront, Ira tells us that C.A. will be getting shipments of "Asteroids Deluxe" by the end of the month. He also says that the distrib has been getting samples of Midway's "Rally-X" and "Gorf," and that combined with "Pac-Man" they look like a good 1-2-3 package. Bally's "Flash Gordon" pin and Stern's "Berzerk" are also causing quite a lot of excitement on Pico Blvd. About "Flash Gordon," Bettelman comments that, regardless of the difference of opinion over pins being a strong seller, there is room in the market place for one of the best pinball games to come along in years.

HAD A BRIEF CONVERSATION with Betson Pacific's **Oscar Robins** who, like many other distrib sales managers, feels that the company's biggest problem is supply of video games. "Even Atari and Midway, the two biggest manufacturers, are having trouble keeping up with the demand," insists Robins. Also enjoying an upswing at Betson is music as Robins says he noticed more of a run on Rock Ola phonographs lately.

INDUSTRY CALENDAR

March 26-29; Florida Amusement Vending Association; annual conv. & trade show; Sheraton Twin Towers; Orlando.

April 3-5; NAMA Western Convention; Phoenix Civic Center; Phoenix, Az.

May 8-9; Ohio Music & Amusement Assn.; annual meeting; Columbus Hilton Inn; Columbus.

May 8-10; Music & Amusement Assn. (N.Y.); annual conv.; Kutsher's Country Club; Monticello, N.Y.

June 4-7; Music Operators of Texas; annual meeting; Houston.

June 5-6; Wisconsin Music Merchants Assn.; annual conv.; Holiday Acres; Rhinelander.

June 11-13; Illinois Coin Machine Operators Assn.; annual mtg.; Lincolnshire Marriott; Lincolnshire.

July 24-26; Amusement & Music Operators of Tennessee; annual conv.; Hyatt Regency; Nashville.

Sept. 11-13; No. & So. Carolina (combined) state assn. meeting; Carolina Inn; Columbia.

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Despite Obstacles, Most Ops Support 50¢ Per Play Pricing

(continued from page 42)

locations, including large metropolitan areas, but it just will not be accepted," noted Van Brackel. "Player resistance is our greatest obstacle."

Trucano, on the other hand, believes he has solved the problem of negative player reaction to 50 cent pricing. "What I tell people is that the way my 50 cent games are set up, they will get more playing time than they will on two plays for a quarter," he pointed out.

Thom contends that operators have not been aggressive enough in promoting 50 cent play. "Our biggest problem is ourselves," he said, adding that although the increase to 50 cents "may result in the loss of a stop or two, we have to take the chance."

Pre-Sell The Location

Both Trucano and Estridge feel the key to successful implementation of 50 cent play is to agressively sell the location on the advantages of the increased pricing structure. "Our salesman goes out and pre-sells the location on 50 cent play," according to Estridge, who notes that this approach is most effective when applied to new games. "We tell them about this fantastic new game and convince them it will make money," he said.

Trucano added, "If someone offers the location a better commission split, we'll counter by asking what kind of service goes with it. Black Hills Novelty offers same day and, sometimes, within the hour service. If a game is down it's not bringing in any money, so what good is a bigger commission split if you have to wait for any length of time to get the equipment back in service?"

As an added measure of insurance, Estridge suggests that operators insist on location contracts, preferably for a duration of five years. "When you spend thousands of dollars on equipment in a tavern, you must tie that location down with a contract," he said.

Operators were split on the question of which games — video or pinballs — more readily lend themselves to 50 cent play. Estridge said he was having good success with video games, noting that in the past 18 months they have become the dominant factor in his market. However, according to Thom, "Video is just a little too fast playing, so the transition will have to be done very selectively."

The current emphasis on games, coupled with the royalty rate increase and other regulations connected with the Copyright Law, have taken a toll on jukebox collections, according to some operators. Others, however, are trying to turn the situation around by applying some of the same pricing standards on jukeboxes as they are on games.

"Jukebox collections are terrific," said Trucano. The current breed of phonographs are much improved in terms of technological advancement and appearance, he said, and these are contributing factors. However, the key to better earnings is the development of a profitable pricing structure, which is what has been done at Black Hills Novelty.

"In the beginning our jukebox play was at 2/25, 3/50, 8/75 and 12/$1 and average collections were between $75 and $100 per week," according to Trucano. "But going from this structure to 1/25, 2/50, 3/75 and 6/$1 resulted in an increase to between $150 and $200 per week from the same locations."

Operators for the most part agree that they must take the initiative and improve their pricing set-up to help defray the increased cost of doing business. "Increased play pricing and a better commission split are musts for operators today," said Trucano, echoing the feelings of most of those contacted by **Cash Box.** "We have to take into consideration not only the high price of new equipment, but also increased gasoline costs, break-ins and overhead."

Finally, several operators suggested that it would help a great deal if manufacturers produced games that are on non-convertible from 50 cent play.

NAMA Officers

(continued from page 42)

Corporation and vice chairman of NAMA, was advanced to senior vice chairman and Howard Michaels, president of Automatic Vendors, Inc. (Randolph, Mass.) became vice chairman.

"We accepted Jerry Zaug's departure with great regret because he has been a dedicated leader of NAMA and of the Wisconsin state council," commented NAMA chairman John B. Edgerton, Jr., in announcing the changes. He pointed out that the officers are elected by the board of directors and their terms are for the current year.

Ralph Sanese is a former president of the Ohio Automatic Merchandising Assn., a NAMA council, and has been a NAMA director for the past three years. He serves on the NAMA executive and public relations committees.

Trade Association Is Formed For Distribs

(continued from page 44)

that an industry organization has been formed to address the specific needs of distributors.

The association, which came as a result of an informal meeting of 20 prominent U.S. distributors on Feb. 27, unanimously elected Ira Bettelman (vice president of C.A. Robinson & Co. in Los Angeles) as its president. Other AVMDA officers include Jerome Gordon (H. Betti Industries, New Jersey), vice president; Ruben Franco (Franco Dist. Co., Alabama), secretary and John Brady (Brady Dist. Co., North Carolina), treasurer.

"The purpose of the new trade association," stated Bettelman, "is to promote the common business interests of coin-operated amusement and vending machine distributors in America."

Bettelman went on to say that the organization also wants to hire independent third parties to acquire and disseminate statistical information.

CASH BOX TOP 100 ALBUMS

March 21, 1981

			Weeks On Chart
1	**HI INFIDELITY** 8.98 REO SPEEDWAGON (Epic FE 36844)	1	15
2	**PARADISE THEATER** 8.98 STYX (A&M SP-3719)	3	8
3	**DOUBLE FANTASY** 8.98 JOHN LENNON and YOKO ONO (Geffen GHS 2001)	2	16
4	**THE JAZZ SINGER** 9.98 NEIL DIAMOND (Capitol SWAV-12120)	4	14
5	**GREATEST HITS** 8.98 KENNY ROGERS (Liberty LOO-1072)	5	23
6	**CRIMES OF PASSION** 8.98 PAT BENATAR (Chrysalis CHE 1275)	6	31
7	**AUTOAMERICAN** 8.98 BLONDIE (Chrysalis CHE 1290)	7	16
8	**GUILTY** 8.98 BARBRA STREISAND (Columbia FC 36750)	8	24
9	**CAPTURED** 13.98 JOURNEY (Columbia KC2 37016)	9	5
10	**ZENYATTA MONDATTA** 8.98 THE POLICE (A&M SP-4831)	10	22
11	**MOVING PICTURES** 8.98 RUSH (Mercury/PolyGram SRM-1-4013)	19	4
12	**CELEBRATE** 7.98 KOOL & THE GANG (De-Lite/PolyGram DE-9518)	13	23
13	**BACK IN BLACK** 8.98 AC/DC (Atlantic SD 16108)	11	32
14	**CHRISTOPHER CROSS** 7.98 (Warner Bros. BSK 3383)	22	60
15	**9 TO 5 AND ODD JOBS** 8.98 DOLLY PARTON (RCA AAL 1-13852)	15	16
16	**ARC OF A DIVER** 7.98 STEVE WINWOOD (Island ILPS 9576)	20	10
17	**GAUCHO** 9.98 STEELY DAN (MCA-6102)	12	16
18	**THE TWO OF US** 7.98 YARBROUGH & PEOPLES (Mercury/PolyGram SRM-1-3834)	18	14
19	**HOTTER THAN JULY** 8.98 STEVIE WONDER (Tamla/Motown T8-373M1)	14	19
20	**HORIZON** 7.98 EDDIE RABBITT (Elektra 6E-276)	21	36
21	**THE TURN OF A FRIENDLY CARD** 8.98 THE ALAN PARSONS PROJECT (Arista AL-9518)	17	19
22	**WINELIGHT** 7.98 GROVER WASHINGTON, JR. (Elektra 6E-305)	25	19
23	**GAP BAND III** 8.98 GAP BAND (Mercury/PolyGram SRM-1-4003)	16	13
24	**IMAGINATION** 7.98 THE WHISPERS (Solar/RCA BZL 1-3578)	26	10
25	**THE NATURE OF THE BEAST** 8.98 APRIL WINE (Capitol SOO-12125)	29	8
26	**THE RIVER** 15.98 BRUCE SPRINGSTEEN (Columbia PC2 36854)	23	21
27	**DAD LOVES HIS WORK** 8.98 JAMES TAYLOR (Columbia TC 37009)	—	1
28	**SUPER TROUPER** 8.98 ABBA (Atlantic SD 16023)	24	15
29	**TO LOVE AGAIN** 8.98 DIANA ROSS (Motown M8-951M1)	41	3
30	**COCONUT TELEGRAPH** 8.98 JIMMY BUFFETT (MCA-5169)	34	5
31	**IN OUR LIFETIME** 8.98 MARVIN GAYE (Tamla/Motown T8-374M1)	31	7
32	**ANOTHER TICKET** 8.98 ERIC CLAPTON (RSO RX-1-3095)	—	1
33	**EVANGELINE** 7.98 EMMYLOU HARRIS (Warner Bros. BSK 3508)	38	5
34	**MAGIC** 7.98 TOM BROWNE (GRP/Arista 5503)	37	5
35	**GHOST RIDERS** 8.98 OUTLAWS (Arista AL 9542)	33	16
36	**FANTASTIC VOYAGE** 7.98 LAKESIDE (Solar/RCA BXL 1-3720)	30	17
37	**BEING WITH YOU** 8.98 SMOKEY ROBINSON (Tamla/Motown T8-375M1)	46	3
38	**FOOLISH BEHAVIOUR** 8.98 ROD STEWART (Warner Bros. HS 3485)	28	16
39	**SOMEWHERE OVER THE RAINBOW** 7.98 WILLIE NELSON (Columbia FC 36883)	—	1
40	**EAGLES LIVE** 15.98 THE EAGLES (Asylum BB-705)	36	17
41	**GLASS HOUSES** 8.98 BILLY JOEL (Columbia FC 36384)	43	53
42	**WILD-EYED SOUTHERN BOYS** 8.98 .38 SPECIAL (A&M SP-4835)	47	6
43	**TRUST** 7.98 ELVIS COSTELLO and THE ATTRACTIONS (Columbia JC 37051)	27	6
44	**ANNE MURRAY'S GREATEST HITS** 8.98 (Capitol SOO-12110)	42	26
45	**LOVERBOY** 7.98 (Columbia JC 36762)	54	9
46	**MAKING MOVIES** 7.98 DIRE STRAITS (Warner Bros. BSK 3480)	35	19
47	**ALL AMERICAN GIRLS** 7.98 SISTER SLEDGE (Cotillion/Atlantic SD 16027)	56	4
48	**CITY NIGHTS** 8.98 TIERRA (Boardwalk FW 36995)	49	13
49	**SANDINISTA!** 14.98 THE CLASH (Epic E3X 37037)	32	8
50	**CHAIN LIGHTNING** 7.98 DON McLEAN (Millennium/RCA BXL 1-7756)	58	6
51	**THE GAME** 8.98 QUEEN (Elektra 5E-513)	40	36
52	**HEALING** 7.98 TODD RUNDGREN (Bearsville BHS 3522)	59	5
53	**THREE FOR LOVE** 7.98 SHALAMAR (Solar/RCA BZL 1-3577)	53	10
54	**GREATEST HITS** 8.98 RONNIE MILSAP (RCA AHL 1-3277)	39	22
55	**LOST IN LOVE** 8.98 AIR SUPPLY (Arista AB 4268)	51	45
56	**STONE JAM** 7.98 SLAVE (Cotillion/Atlantic SD 5224)	48	23
57	**GRAND SLAM** 7.98 THE ISLEY BROTHERS (T-Neck/CBS FZ 37080)	124	2
58	**HITS!** 8.98 BOZ SCAGGS (Columbia FC 36841)	45	17
59	**THE JEALOUS KIND** 7.98 DELBERT McCLINTON (Capitol ST-12115)	62	18
60	**TURN BACK** 8.98 TOTO (Columbia FC 36813)	44	7
61	**FACE VALUE** 7.98 PHIL COLLINS (Atlantic SD 16029)	92	2
62	**ROWDY** 7.98 HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	64	7
63	**HONEYSUCKLE ROSE** 15.98 ORIGINAL SOUNDTRACK (Columbia S2 36752)	57	29
64	**BACK ON THE STREETS** 7.98 DONNIE IRIS (Carousel/MCA-3272)	69	17
65	**GREATEST HITS** 8.98 THE OAK RIDGE BOYS (MCA-5150)	61	20
66	**BARRY** 8.98 BARRY MANILOW (Arista AL 9537)	55	15
67	**DIFFICULT TO CURE** 8.98 RAINBOW (Polydor/PolyGram PD-1-6316)	73	4
68	**GREATEST HITS** 8.98 THE DOORS (Elektra 5E-515)	63	21
69	**TRIUMPH** 8.98 THE JACKSONS (Epic FE 36424)	52	23
70	**INTENSITIES IN 10 CITIES** 8.98 TED NUGENT (Epic FE 37084)	—	1
71	**VOICES IN THE RAIN** 8.98 JOE SAMPLE (MCA-5172)	76	8
72	**GUITAR MAN** 8.98 ELVIS PRESLEY (RCA AAL 1-3917)	79	6
73	**BORDERLINE** 7.98 RY COODER (Warner Bros. BSK 3489)	60	10
74	**GREATEST HITS/LIVE** 13.98 HEART (Epic KE2 36888)	50	16
75	**ALL AROUND THE TOWN LIVE** 13.98 BOB JAMES (Tappan Zee/Columbia C2X 36786)	81	5
76	**I BELIEVE IN YOU** 8.98 DON WILLIAMS (MCA-5133)	68	29
77	**MICKEY MOUSE DISCO** 4.98 (Disneyland 2504)	77	57
78	**XANADU** 9.98 ORIGINAL SOUNDTRACK (MCA-6100)	66	37
79	**HOUSE OF MUSIC** 7.98 T.S. MONK (Mirage/Atlantic WTG 19291)	94	8
80	**THE FOOL CIRCLE** 8.98 NAZARETH (A&M SP-4844)	83	6
81	**1967-1970** 9.98 THE BEATLES (Capitol SKBO 3404)	75	13
82	**B.L.T.** 7.98 ROBIN TROWER (Chrysalis CHR 1324)	—	1
83	**AGAINST THE WIND** 8.98 BOB SEGER & THE SILVER BULLET BAND (Capitol SOO-12041)	72	54
84	**SOUND AFFECTS** 7.98 THE JAM (Polydor/PolyGram PD-1-6315)	86	8
85	**CHANCE** 7.98 MANFRED MANN'S EARTH BAND (Warner Bros. BSK 3498)	89	10
86	**SHAVED FISH** 7.98 JOHN LENNON (Capitol SW 3421)	71	13
87	**BLACK SEA** 7.98 XTC (Virgin/RSO VA 13147)	87	18
88	**VOICES** 8.98 DARYL HALL & JOHN OATES (RCA AQL 1-3646)	102	32
89	**URBAN COWBOY** 15.98 ORIGINAL SOUNDTRACK (Asylum DP-900002)	80	48
90	**SOMEBODY'S KNOCKIN'** 8.98 TERRI GIBBS (MCA 5173)	97	6
91	**ARETHA FRANKLIN** 8.98 (Arista AL 9538)	85	22
92	**LIVE & MORE** 13.98 ROBERTA FLACK and PEABO BRYSON (Atlantic SD 2-7004)	78	14
93	**TOUCH** 7.98 CON FUNK SHUN (Mercury/PolyGram-4002)	84	15
94	**MONDO BONGO** 7.98 THE BOOMTOWN RATS (Columbia JC 37062)	96	5
95	**TURN THE HANDS OF TIME** 7.98 PEABO BRYSON (Capitol ST-12138)	104	4
96	**THE WILD THE WILLING AND THE INNOCENT** 8.98 UFO (Chrysalis CHE 1307)	74	8
97	**WELCOME TO THE WRECKING BALL** 8.98 GRACE SLICK (RCA AQL 1-3851)	65	6
98	**LICENSE TO DREAM** 7.98 KLEEER (Atlantic SD 19288)	109	5
99	**GREATEST HITS** 7.98 WAYLON JENNINGS (RCA AHL 1-3378)	99	100
100	**1962-1966** 9.98 THE BEATLES (Capitol SKBO 3403)	90	13

cash box top albums/101 to 200

March 21, 1981

			Weeks On Chart
101	**FACES**	15.98	
	EARTH, WIND & FIRE (ARC/Columbia KC 2 36795)		88 18
102	**A DECADE OF ROCK AND ROLL 1970 TO 1980**	13.98	
	REO SPEEDWAGON (Epic KE2 36444)		106 7
103	**DIRTY MIND**	7.98	
	PRINCE (Warner Bros. BSK 3478)		103 20
104	**LIVE**	13.98	
	FLEETWOOD MAC (Warner Bros. 2WB 3500)		70 13
105	**SHEENA EASTON**	7.98	
	(EMI-America ST-17049)		118 3
106	**ALIVE**	13.98	
	KENNY LOGGINS (Columbia C2X 36736)		112 25
107	**SKYYPORT**	7.98	
	SKYY (Salsoul/RCA SA8537)		82 15
108	**AS ONE**	7.98	
	THE BAR-KAYS (Mercury/PolyGram SRM-1-3844)		98 16
109	**DANCERSIZE**	8.98	
	CAROL HENSEL (Vintage/Mirus VNJ 7701)		114 5
110	**GIVE ME THE NIGHT**	8.98	
	GEORGE BENSON (Qwest/Warner Bros. HS 3453)		110 33
111	**JUICE**	7.98	
	JUICE NEWTON (Capitol ST-12136)		130 3
112	**RADIANT**	7.98	
	ATLANTIC STARR (A&M SP-4833)		126 3
113	**FLASH GORDON**	8.98	
	ORIGINAL SOUNDTRACK MUSIC BY QUEEN (Elektra 5E-518)		67 13
114	**I'M NO HERO**	7.98	
	CLIFF RICHARD (EMI-America SW-17039)		117 22
115	**MY LIFE IN THE BUSH OF GHOSTS**	7.98	
	BRIAN ENO and DAVID BYRNE (Sire SRK 6093)		— 1
116	**AT PEACE WITH WOMAN**	7.98	
	THE JONES GIRLS (Phila. Int'l./CBS JZ 36767)		107 23
117	**LET'S BURN**	7.98	
	CLARENCE CARTER (Venture VL 1005)		121 10
118	**ANNIE**	8.98	
	ORIGINAL BROADWAY CAST (Columbia JS 34712)		122 7
119	**LEATHER AND LACE**	8.98	
	WAYLON & JESSI (RCA AAL1-3931)		133 2
120	**ESCAPE ARTIST**	7.98	
	GARLAND JEFFREYS (Epic JE 36983)		146 2
121	**IN THE HEAT OF THE NIGHT**	7.98	
	PAT BENATAR (Chrysalis CHS 1236)		119 78
122	**PIECES OF EIGHT**	7.98	
	STYX (A&M SP 4724)		125 5
123	**ONE MORE SONG**	7.98	
	RANDY MEISNER (Epic NJE 36748)		138 8
124	**THERE MUST BE A BETTER WORLD SOMEWHERE**	8.98	
	B.B. KING (MCA-5162)		127 4
125	**'NARD**	7.98	
	BERNARD WRIGHT (GRP/Arista 5011)		135 3
126	**BI-COASTAL**	7.98	
	PETER ALLEN (A&M SP-4825)		129 13
127	**KINGS OF THE WILD FRONTIER**	7.98	
	ADAM AND THE ANTS (Epic NJE 37033)		137 5
128	**BOY**	7.98	
	U2 (Island ILPS 9646)		142 4
129	**OFF THE WALL**	8.98	
	MICHAEL JACKSON (Epic FE-35745)		131 80
130	**THE RINGS**	8.98	
	(MCA-5165)		134 7
131	**EVERYTHING IS COOL**	7.98	
	T-CONNECTION (Capitol ST-12128)		147 3
132	**JERMAINE**	8.98	
	JERMAINE JACKSON (Motown M8-1499F)		111 16
133	**TP**	8.98	
	TEDDY PENDERGRASS (Phila. Int'l./CBS FZ 36745)		95 32
134	**FEELS SO RIGHT**	7.98	
	ALABAMA (RCA AHL1-3930)		156 2
135	**GREATEST HITS**	8.98	
	RITA COOLIDGE (A&M SP-4836)		139 4
136	**SEVEN YEAR ACHE**	7.98	
	ROSANNE CASH (Columbia JC 36965)		— 1
137	**ONE STEP CLOSER**	8.98	
	THE DOOBIE BROTHERS (Warner Bros. HS 3452)		100 24
138	**GOLDEN TOUCH**	8.98	
	ROSE ROYCE (Whitfield/Warner Bros. WHK 3512)		141 8
139	**SHADES**	8.98	
	JJ. CALE (Shelter/MCA-5158)		140 5
140	**HOW 'BOUT US**	7.98	
	CHAMPAIGN (Columbia JC 37008)		— 1
141	**CATHOLIC BOY**	7.98	
	THE JIM CARROLL BAND (Atco SD 38-132)		115 20
142	**PHIL SEYMOUR**	7.98	
	(Boardwalk FW 36996)		149 7
143	**BARBRA STREISAND'S GREATEST HITS, VOL. 2**	8.98	
	(Columbia FC 35679)		143 20
144	**PARTY 'TIL YOU'RE BROKE**	8.98	
	RUFUS (MCA-5159)		— 1
145	**STRANGER IN TOWN**	7.98	
	BOB SEGER & THE SILVER BULLET BAND (Capitol SW 11698)		144 148
146	**HEARTLAND**	7.98	
	THE MICHAEL STANLEY BAND (EMI-America SW-17040)		113 26
147	**THE SKILL**	7.98	
	SHERBS (Atco SD 38-137)		158 4
148	**LOVE IS . . . ONE WAY**	8.98	
	ONE WAY (MCA-5163)		163 4
149	**ELOISE LAWS**	7.98	
	(Liberty LT-1063)		151 7
150	**EVITA**	12.98	
	PREMIER AMERICAN RECORDING (MCA 2-11007)		165 2
151	**YOU CAN TUNE A PIANO BUT YOU CAN'T TUNA FISH**	7.98	
	REO SPEEDWAGON (Epic JE 35082)		101 5
152	**MOUNTAIN DANCE**	7.98	
	DAVE GRUSIN (Arista/GRP 5010)		162 2
153	**CONNECTIONS & DISCONNECTIONS**	7.98	
	FUNKADELIC (LAX JW 37097)		— 1
154	**DEE DEE**	7.98	
	DEE DEE SHARP GAMBLE (Phila. Int'l./CBS JZ 36370)		155 9
155	**RADIOLAND**	7.98	
	NICOLETTE LARSON (Warner Bros. BSK 3502)		91 10
156	**NOTHIN' MATTERS AND WHAT IF IT DID**	7.98	
	JOHN COUGAR (Riva/PolyGram RVL 7403)		164 25
157	**GREATEST HITS**	8.98	
	ANDY GIBB (RSO RX-1-3091)		157 16
158	**FRESH FRUIT FOR ROTTING VEGETABLES**	7.98	
	DEAD KENNEDYS (I.R.S. SP 70014)		161 6
159	**THE PLIMSOULS**	7.98	
	(Planet/Elektra P-13)		171 2
160	**DIANA**	8.98	
	DIANA ROSS (Motown M8-936)		105 41
161	**SPIRIT OF ST. LOUIS**	7.98	
	ELLEN FOLEY (Cleveland Int'l./Epic NJE 36984)		— 1
162	**STARDUST**	7.98	
	WILLIE NELSON (Columbia JC 36588)		166 56
163	**KANO**	7.98	
	(Emergency MELP 7505)		93 15
164	**BAD REPUTATION**	7.98	
	JOAN JETT (Boardwalk FW 37065)		170 4
165	**DANCE CRAZE**	7.98	
	VARIOUS ARTISTS (Chrysalis CHR 1299)		169 4
166	**FAME**	8.98	
	ORIGINAL SOUNDTRACK (RSO RX1-3080)		167 42
167	**FREEDOM OF CHOICE**	7.98	
	DEVO (Warner Bros. BSK 3435)		108 42
168	**CORNERSTONE**	7.98	
	STYX (A&M SP 3711)		172 3
169	**CARNAVAL**	8.98	
	SPYRO GYRA (MCA-5149)		148 21
170	**FEEL ME**	7.98	
	CAMEO (Chocolate City/PolyGram CCLP 2016)		120 20
171	**IMAGINE**	7.98	
	JOHN LENNON (Capitol SW 3379)		178 13
172	**GREATEST HITS**	7.98	
	DAVE ROWLAND & SUGAR (RCA AHL 1-3915)		176 3
173	**SAY NO MORE**	7.98	
	BADFINGER (Radio Records/Atlantic RR 16030)		— 1
174	**VAN HALEN**	7.98	
	(Warner Bros. BSK 3075)		173 166
175	**LOOKIN' FOR LOVE**	7.98	
	JOHNNY LEE (Asylum 6E-309)		179 20
176	**WILD WEST**	7.98	
	DOTTIE WEST (Liberty LT-1062)		184 4
177	**CALL IT WHAT YOU WANT**	8.98	
	BILL SUMMERS and SUMMERS HEAT (MCA-5176)		187 2
178	**CELEBRATE THE BULLET**	7.98	
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179	**UNLIMITED TOUCH**	7.98	
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180	**THE WAY I AM**	7.98	
	BILLY PRESTON (Motown M8-941M1)		183 2
181	**IT'S JUST THE WAY I FEEL**	7.98	
	GENE DUNLAP featuring THE RIDGEWAYS (Capitol ST-12130)		— 1
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183	**4 OUT OF 5 DOCTORS**	7.98	
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184	**STANDING ON ROCK**	7.98	
	EDGAR WINTER (Blue Sky/CBS JZ 36494)		185 3
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187	**GREATEST HITS VOLUME TWO**	8.98	
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189	**DON'T FOLLOW ME, I'M LOST TOO**	7.98	
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190	**A DIFFERENT KIND OF BLUES**	8.98	
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191	**THE BEST OF THE DOOBIES**	8.98	
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195	**LIVING IN A FANTASY**	7.98	
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196	**IRONS IN THE FIRE**	7.98	
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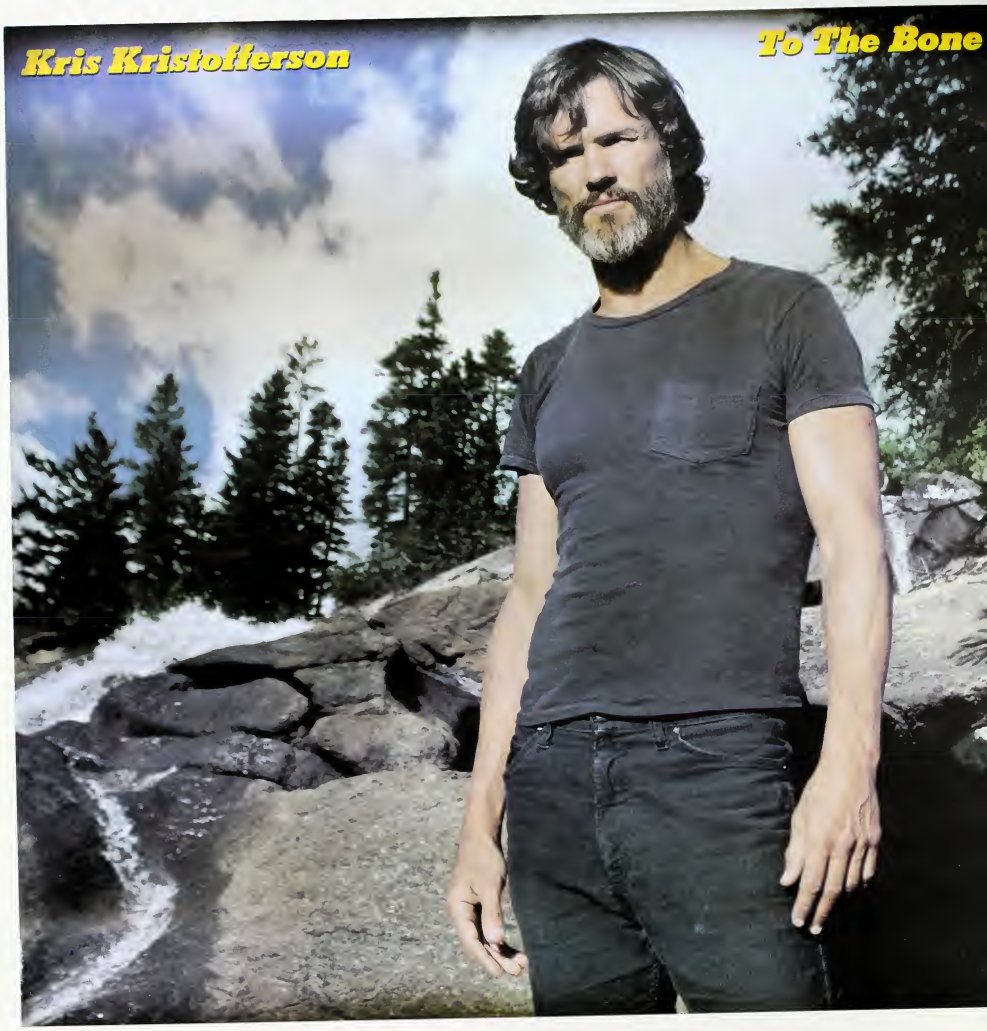

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